

# THE Publishers' Weekly

The American BOOK TRADE JOURNAL

62 West 45th Street, New York

VOL. CXXII

NEW YORK, DECEMBER 24, 1932

No. 26

## Some Call it Love

BY RIAN JAMES

Here is Rian James back to his most electrifying and most successful manner...the women love it...this new super-charged story, once more in the style of *Love is a Racket*, charts the bumpy course of young romance in New York.

JANUARY 20th • \$2.00

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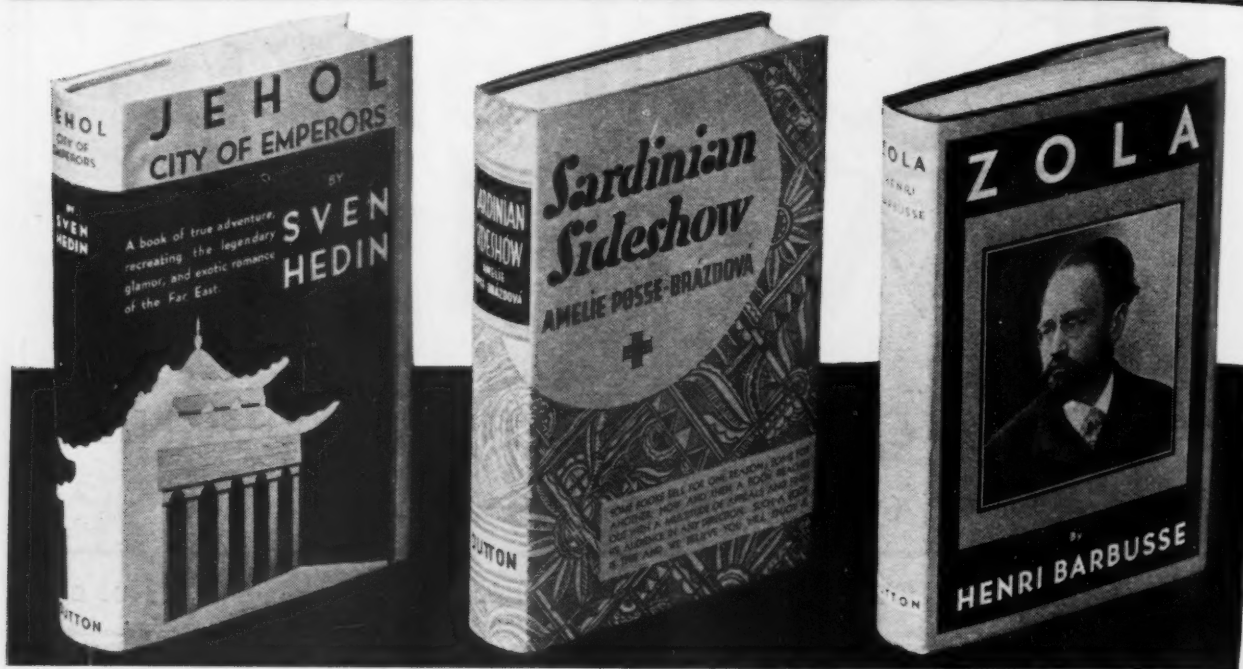
LOVE IS A  
RACKET

HAT CHECK GIRL

CROONER

LOUDMOUTH

## The Strongest DUTTON Spring List in Years



### Non-Fiction to be published in January

#### **JEHOL, CITY OF EMPERORS** By Sven Hedin

Because its ingredients are diverse enough to interest all types of readers, this new book will appeal to an even wider audience than did this author's remarkably successful 'Across the Gobi Desert.' "Jehol" is a book of astounding, literally breath-taking adventure, full of legendary glamor, exoticism, color, and romance.

*Illustrated.* Instead of \$5.00, the price will be \$3.75

#### **SARDINIAN SIDESHOW** By Amelie Posse-Brazdova

The rich individuality of this unusual book defies description. While we dislike to compare one book with another, it is true, as the *London Times Literary Supplement* says, that "Its humor, originality, and verve, as well as its broad human outlook, remind one irresistibly of Axel Munthe's 'The Story of San Michele.'" "Sardinian Sideshow" has called forth a tremendous amount of spontaneous enthusiasm from everyone who has read it. Watch the reviews! THE DUTTON PRIZE BOOK FOR JANUARY. \$3.00

#### **ZOLA** By Henri Barbusse

A challenging, fiery portrait of one great French writer by another.

\$3.00

#### **THE PATRIOT KING** By Grace E. Thompson

Squeezed in between the notorious George IV and the virtuous Victoria, William IV has become "the forgotten man" among English kings. Here is a vividly recreated account of his reign, his morals, his mistress, and his statesmanship which Viscount Snowden calls "the greatest drama of the century."

*Illustrated.* Jan. 10th, \$4.00

#### **THERE AND BACK**

By Ada Harrison

Watch this book—we believe it's going to have a very big sale. It's the story of two young married women who decide "to get away from it all." *Illus.* Jan. 17th, \$2.50

#### **CROSS-WORD GOLF**

A game for two players—for the first time this innovation introduces the element of competition into cross-word puzzles by combining indoor golf with it. "Cross-Word Golf" should become the new game craze this winter.

Jan. 17th, \$1.00

#### **The ORDEAL of MARK TWAIN**

By Van Wyck Brooks

New and revised edition of this classic of American biography by the author of "Emerson"—out of print for some time.

Jan. 26th, \$3.75



## The Strongest DUTTON Spring List in Years



### Fiction to be published in January

#### **A MARRIAGE OF CONVENIENCE** By Anne Green

Anne Green returns to the blithe mood with the same deft wit and sparkling style which gave "The Selbys" to a delighted world. The story of "A Marriage of Convenience" revolves around the romance of two young people at cross purposes with each other, who become unwillingly involved in an exciting sequence of half-humorous, semi-serious predicaments. We believe that most readers and booksellers, like ourselves, will welcome Anne Green's return to the gay spontaneity and refreshing romance of "The Selbys."

Jan. 31st, \$2.50

#### **VAIN PANTOMIME** By Diana Patrick

This charming romance of theatrical life and runaway love promises to be the most popular novel by the author of "First Your Penny," etc. It is the love-story of Caroline O'Keefe who married in haste but refused to repent at leisure.

\$2.00

#### **JESS ROUNDTREE, RANGER** By Dane Coolidge

A roaring yarn of fighting Texas in the early eighties when the rangers were beginning to clean up that wild terrain, packed full of the action, adventure, and intimate knowledge of the West that has made the author of "Sheriff Killer," "Horse-Ketchum," etc., one of the most popular of Western writers.

Jan. 10th, \$2.00

#### **THE NAMELESS CRIME** By W. S. Masterman

Here's something absolutely new in methods and motives of murder! Sir Arthur Sinclair's most baffling case "The Nameless Crime"—so called because the circumstances surrounding the crime were so unprecedented that even Scotland Yard could find no legal term for it! THE DUTTON CLUE MYSTERY FOR JANUARY.

\$2.00

#### **THE GOLDEN SEQUENCE**

By Evelyn Underhill

The two-fold path of initiation into the eternal life of the Christian mystic by the famous authority, author of "Mysticism."

Jan. 26th, \$2.00

#### **LOVE, OLD AND NEW**

By Ursula Bloom

The author of "The Secret Lover" tells her most sympathetic story in this portrayal of the Keyes family and the love-stories of its separate members.

Jan. 10th, \$2.00

#### **DESIREABLE YOUNG MEN**

By Patrick Carleton

An unusual first novel by a young English author of considerable promise.

Jan. 17th, \$2.50



# JANUARY

## JEALOUSY *by* NORAH C. JAMES

Author of *"Sleeveless Errand"*

**January 24th**  
**\$2.50**

The conflict between a woman's craving for the spiritual privacy of her thoughts and emotions, and a man's desire to dominate and own are the motive forces that lie behind this magnificent novel. The entire action takes place in the twelve hours consumed by Michael's elopement with Catherine from London to Gretna Green. The story flashes back in the conversations and thoughts of the characters to their past lives, and tells of Catherine's husband, whom jealousy drove to suicide, and of another man who managed in the end to conquer it.

## THE CROSSROAD MURDERS *by* GEORGES SIMENON

**January 24th**  
**\$2.00**

The third mystery novel in the Inspector Maigret series deals with a curious, triangular maze of murder, poisoning, seduction and racketeering.

Of Simenon, the *Boston Evening Transcript* said: "A very large discount should be allowed the Republic of France in her payment of her war debts to the United States so long as she continues to send us the works of Georges Simenon."

COVICI • FRIEDE • INC.



# BOOKS

## THE COMING STRUGGLE FOR POWER by JOHN STRACHEY

Mr. Strachey dissects and analyzes our present economic structure in this history of Western capitalism.

*The Coming Struggle for Power* is the most revealing picture yet published of the economic, literary, and philosophical history of capitalism, and the most illuminating forecast of the future. It clarifies the present depression and sets forth the forces that have made capitalism and the forces that tend to destroy it. The most important book on world economics of this decade.

January 24th

\$3.00

## THE RED HILLS

by RHYS DAVIES

Rhys Davies' new novel tells the story of a man who has exiled himself from the ugly life around him to hide himself in a lonely ravine in the hills. Two women loved him, and one of them defied the embattled forces of the village seeking to destroy her and her love.

January 24th

\$2.50

In England Rhys Davies is considered one of the three or four most important of the younger novelists. "The Red Hills" can only add to his rapidly growing American reputation.

PUBLISHERS • New York



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NEW YORK

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#### YEARLY RATES

100	copies	\$2	per	month
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400	"	5	"	"
500	"	6	"	"
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# NEWS

## ABOUT "ANN VICKERS"

### FROM THE ROAD

George Hecht, our Southern Salesman, writes in to the office: "The Bookshops are very enthusiastic about 'ANN VICKERS.' They are expecting a great sale with this book. With one exception, I have not taken an order for less than 25 copies on this trip. It's all up to the advertising now. We must start this book off with a bang."

He's right! It is up to the advertising. And we're going to spend \$25,000.00 in a smashing campaign for one solid year.

### HERE ARE OUR PLANS

Just let us itemize some of the things we're going to do to help you get the maximum sales out of this "best-seller of best-sellers."

Advance order cards—11" x 4"—printed in vivid blue and black.

Complete dummies, showing jacket, binding, type page, etc.

Imprinted postcards for January 1st mailings, red and black, with line drawing of Sinclair Lewis.

A very new and smart novelty for free distribution by the Trade, small pack-

ages of lipstick tissues bearing ANN VICKERS advertising. Made up like book matches; a new thing, on the market only two months.

Hand-made canvas streamers that will fit any window. Two colors, portrait of Lewis.

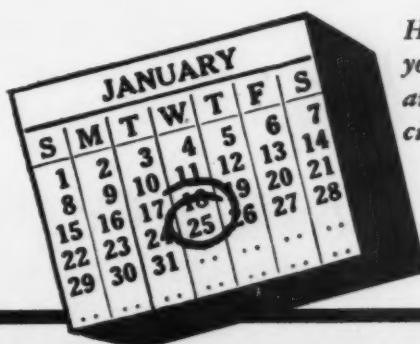
Smaller printed posters, similar design, 3' x 2'.

Small cut-outs of an informal photograph of Sinclair Lewis designed to stick up in books in windows or on tables.

Counter cards—11" x 7"—in striking layout—2 colors.

Three-color ANN VICKERS book-marks—red, gold and black. To put on your tables and wrap in packages of other titles.

Pounding, exciting advertising in the leading daily and Sunday papers. Full pages in February national magazines. Better get ready now for the big date—January 25th—"ANN VICKERS DAY".



*Have you sent in your request for any of these special trade helps?*

562 Pages . . \$2.50 . . January 25th . . DOUBLEDAY, DORAN



*New*

*Reduced*

*Edition*

# Anonyma and Pseudonyma

*by*

Charles A. Stonehill, Jr.

Andrew Block

H. Winthrop Stonehill

---

The most complete and indispensable work of its kind ever published.

A Complete Dictionary of Anonymous and Pseudonymous Literature, containing a condensed description and Key of over 35,000 Anonymous and Pseudonymous Books and Authors using pseudonyms, from the beginning of Printing in England until June, 1926; the new and unique system employed enables one to identify 100,000 different books, treble the number actually described.

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*8vo cloth*

*\$7.50 . . . . . formerly \$25*

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December 24, 1932

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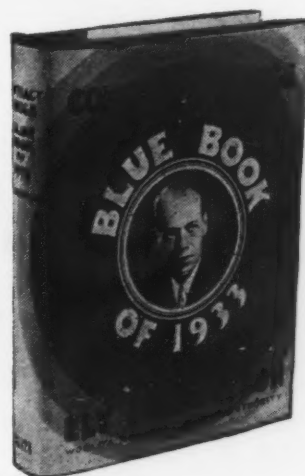
**46,000 Copies Ordered  
Before Publication**  
—and orders increasing daily

*Such is the magic of CULBERTSON!*

# **CONTRACT BRIDGE BLUE BOOK of 1933**

***By Ely Culbertson***

*World's Greatest Bridge Authority*



Yes, publication of "Contract Bridge Blue Book of 1933" was held up. Mr. Culbertson himself held it up because of his sudden decision to include his now fully developed ideas on "Plastic Valuation," which he had originally intended for a separate high-priced work meant only for advanced players. Feeling that the Bridge public is ready for this super-Bridge, hitherto known only to experts, Mr. Culbertson has included it in "Contract Bridge Blue Book of 1933."

## ***It Outdates All Other Bridge Books!***

Plastic Valuation, an exclusive Culbertson development, is a clarification and explanation of the almost subconscious method by which experts value and bid their hands. It is fully set forth for the first time in print in "Contract Bridge Blue Book of 1933." But that is not all that's new. There's the new Slam bidding, with the Culbertson four-five notrump convention, new defensive bidding, an exposure of "the greatest fallacy in the history of Bridge," etc.—all of which Bridge players will be eager to learn. This is still the universally used Culbertson (Approach-Forcing) System. The essential basis remains the same, so that Culbertson players can adopt the changes very easily—and they will with great enthusiasm. The tremendous advance sale of this book indicates that it will be beyond doubt the Best Seller of 1933. Stock it—display it—and you'll sell it. It is still only \$2.00 per copy. Ready January 5, 1933.

If your order has already been placed, it will be delivered within ten days. If you have not ordered, do so at once to be sure of your share of the first printing.

*Order from your jobber or direct from*

**The Bridge World, Inc., Publishers, 570 Lexington Ave., N. Y. C.**



### ***Just to Remind Booksellers in***

NEW YORK, N. Y.	CINCINNATI, OHIO
BROOKLYN, N. Y.	CLEVELAND, OHIO
BUFFALO, N. Y.	DAYTON, OHIO
PHILADELPHIA, PA.	ATLANTA, GA.
BOSTON, MASS.	ATHENS, GA.
NORTHAMPTON, MASS.	LEXINGTON, KY.
WELLESLEY, MASS.	DETROIT, MICH.
SPRINGFIELD, MASS.	GREENSBORO, N. C.
MIDDLEBURY, CONN.	LOS ANGELES, CALIF.
PROVIDENCE, R. I.	PASADENA, CALIF.
PRINCETON, N. J.	SAN FRANCISCO, CALIF.
CHICAGO, ILL.	MONTREAL, CAN.

that Harold Nicolson, author of "Some People" and "Portrait of a Diplomatist," former member of the British Foreign Service, and husband of V. Sackville-West, is scheduled to lecture in these cities. Watch your stock of his new novel—

## **PUBLIC FACES**

"Lively, amusing, exciting . . . witty, brightly mocking, faintly malicious."—*London Daily Telegraph*.

*To be published January 4th at \$2.50*

**H O U G H T O N   M I F F L I N   C O M P A N Y**



# The PUBLISHERS' WEEKLY

THE AMERICAN BOOKTRADE JOURNAL

NEW YORK, DECEMBER 24, 1932

## Selling America

*The Thoughtful Bookseller Can Capitalize During the Winter on the Well-known Urge to Travel*

Alice Payne Hackett

*Associate Editor, Publishers' Weekly*

MID-WINTER IS THE SEASON to prepare for vacation traveling. But like the last-minute Christmas shoppers who dash in your store on Christmas eve and vaguely demand "a book," most summer travelers do not think of books in connection with their vacation journeys until they begin to write their thank-you notes to the friends who sent them a guide to the Mediterranean countries or an account of a trip through the Holy Land, when the recipient is actually planning a motor tour in the British Isles.

The thoughtful and aggressive bookseller may, however, if he lays his plans thoroughly, with well-conceived displays and advertising of whatever sort he is accustomed to use, capitalize during these winter months upon that well-known urge to travel. Very often the seeds of travel are planted in people's minds by books. The readers may not know the seeds are there until, in planning their vacations, thoughts of particularly glamorous spots they read about "somewhere" recur. There are very few people who would not travel if they could. You can turn them into "armchair travelers" at least.

Though there are innumerable standard

books on travel in every portion of the globe, and new ones being added all the time, in view of present conditions and because there is a good supply of them on the market, we are only going to talk about travel books on America—North and South and nearby shores. And by present conditions we mean the d-p-ss-n, the non-payment of certain foreign debts, which the newspapers say will keep American tourists away from those defaulting countries, the alluring bids that steamship companies are making for short cruising, and the campaign for buying American-made products and spending our money at home.

Some of the current books that inspire travel may be profitably included in displays or lists of

guide books. Many are historical, many are novels. Among them are such well-known books as James Truslow Adams, "The Epic of America" (Little, Brown) and "The March of Democracy" (Scribner), "Mark Twain's America" by Bernard DeVoto (Little, Brown), and "This Country of Yours" by Morris

Markey (Little, Brown). In "The National Cookbook: A Kitchen Ameri-



"Olney," one of the most fascinating homes in Maryland, as illustrated in "Eat, Drink and Be Merry in Maryland" (Putnam)

cana" by Sheila Hibben (Harper) are many attractive recipes to lure the epicure—to New Orleans for gumbo, or Boston for beans. The Booklovers Map of America (Bowker) is a colorful addition to any display and a selling-help for many other older books about native America.

The wide interest in sight-seeing travel throughout the United States, chiefly made possible by the automobile, is evidenced by the response to the appearance of Bruce Barton's "A Parade of the States" (Garden City). Many vacations are started by the family loading up the car, perhaps with a tent for wayside stops, perhaps with more elegant luggage packed into the compact trunk on the back of the car, and driving off with only a general destination in mind. The roads are filled with these modern gypsies. You may see a family of five and the dog, too, piled into a model T with a Missouri license standing next to the luxurious touring car of a California oil-magnate outside the Pilgrim Museum in Plymouth, most any day in mid-summer. They are all seeing America. The Parade of the States was originally a radio program sponsored by an automobile company. Bruce Barton's tributes to the states, one of which was read on each state program, have

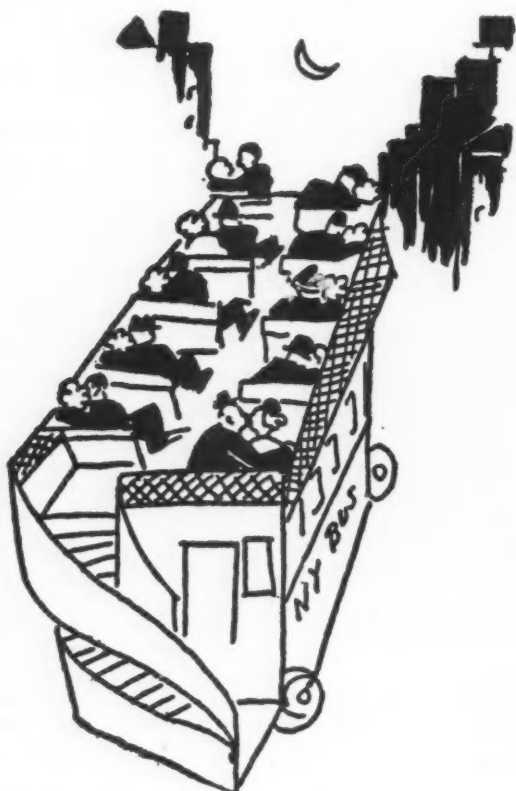
been incorporated in this new book, and when its publication was announced on the radio, 849,763 letters were received from people interested in the book. How many of them live in the community served by your store? Each one is a potential buyer of other books of all kinds about the particular spots in America which interest him, as well as of that one book. A very practical book for the motoring family is the new Rand, McNally Road Atlas, which includes a guide to places of interest in the United States and eastern Canada.

Groups of books may be featured and sold at different times about travel centers such as New England, Florida, the South and West. Typical of New England life are Mary Ellen Chase's autobiography "A Goodly Heritage" (Holt) and Joseph C. Lincoln's latest novel, "Head Tide" (Appleton). "Historic Hampshire in the Connecticut Valley" by Clifton Johnson (Milton Bradley) and "Walks and Rides in Central Connecticut and Massachusetts" by C. R. Longwell and E. S. Dana (Tuttle, Morehouse and Taylor) are recent books of more particular interest.

Two new books on New York City are "The Real New York," a guide book to the modern city for "the adventurous shopper, the exploratory eater and the know-it-all sightseer who ain't seen nothin' yet" by Helen Worden (Bobbs-Merrill) and "Recollections of an Old New Yorker," memories of the city that was, by Frederick Van Wyck (Liveright).

Traveling southward we find Cornelius Weygandt's charming essays on "A Passing America" (Holt), representative of the changing life of the Pennsylvania Dutch. Two books reflect Maryland life, old and new, "The Buried Rose: Legends of Old Baltimore" by Sidney L. Nyburg (Knopf) and "Eat, Drink and Be Merry in Maryland," a cook book and much besides, by Frederick P. Stieff (Putnam). "Potomac Landings" (Bobbs-Merrill) is the latest addition to a glamorous series by Paul Wilstach about the homes and haunts of our ancestors.

How many readers have been enticed into a visit to Charleston by the novels of Du Bose Heyward? We venture to say that there are a good many who have thought of and perhaps carried out plans to see that picturesque old city, made real



Decoration from Helen Worden's "The Real New York" (Bobbs-Merrill)

to them by Mr. Heyward in "Porgy," "Mamba's Daughters," and his latest, "Peter Ashley" (Farrar & Rinehart). "A Yankee Rover" by Christopher Ward (Simon & Schuster) is another new story that brings to life again the charm of the old deep South for readers and travelers of today.

There are countless novels laid in the Middle West, some of them glamorous, some not, but all provocative to the imagination of the Easterner who has never been "further West than Buffalo." The recently published "Golden Tales of the Prairie States," selected by May Lamberton Becker (Dodd, Mead), illustrates compactly all the varied phases of life in the cornbelt.

"The West Is Still Wild," says Harry Carr, popular Pacific coast columnist and explores its most romantic places in his new book (Houghton Mifflin), a treasure-trove for the tourist who has never visited Tombstone or Taos or El Centro, names to conjure with in a tenderfoot's mind. "Flaming Arrow's People" by James Paytiam (Duffield & Green) is the story of an Acoma Indian—of the people who still live in the pueblo cities of New Mexico. "Gold in Them Hills" by Carl B. Glassock (Bobbs-Merrill) tells about the West's last wild mining days—of those vanished mining camps, Tonopah, Goldfield, Phylite and Rawhide. "Wild Horses and Gold" by Elizabeth Page (Farrar & Rinehart) is a saga of the plains, and "Pioneer Days in Arizona" by Francis C. Lockwood (Macmillan) a factual and authoritative history, based chiefly on old diaries and records, of early Arizona. "Beyond the Blue Sierra" lies California. In Honoré Willson Morrow's latest novel (Morrow), the traveler is introduced to that golden land at the beginning of its white-man history. What stronger pull on the Easterner has any state than California? "I Cover the Waterfront" (Dutton), Max Miller's collection of sketches of life on the Southern California coast and Kathleen Norris's "My San Francisco" are representative of two aspects of life in this great state whose mountains touch its shores and whose shores are the ultimate goal of so many travelers.

It's not far from California to Mexico, with its new highway stretching invitingly. Two recent books on the land to the south



One of the 48 maps used to illustrate "A Parade of the States" (Garden City)

of us are "Thunder in Their Veins" by Leone B. Moats (Century) and "Porfirio Diaz, Dictator of Mexico" by Carleton Beals (Lippincott).

Many lands are within the American traveler's reach with the short and inexpensive cruises now being advertised extensively by the steamship companies. Everyone who has the slightest chance of ever going on a honeymoon is a potential customer for "The Story of Bermuda" by Hudson Strode (Smith & Haas). With its beautiful photographs and pearly binding, this book makes Bermuda seem a delightful place before even a word of its pleasant text is read.

If, among your customers, are more adventurous travelers, you may find a collection of books on South America timely. Among the new ones are "Flying Over South America" by Annie S. Peck (Houghton Mifflin), "South America Lights and Shadows" by Kasimir Edschmid (Viking), "South American Meditations" by Count Keyserling (Harper) and an account of adventure in the island of Santo Domingo, "Land of Checkerboard Families" by Arthur J. Burks (Coward-McCann).



# Harper to Mifflin to Chance\*

Among the authors who have recently gone to other publishers are H. G. Wells, who left Doubleday, Doran for Macmillan; Charles Morgan, author of "The Fountain," who went to Macmillan from Knopf; Harold Bell Wright, who left Appleton's for Harper's; Aldous Huxley, who left Doubleday, Doran for Harper's; Louis Bromfield, who left Stokes for Harper's; Tiffany Thayer, who left Claude Kendall for Liveright; and J. P. McEvoy, who went from Simon & Schuster to Houghton Mifflin.—*The Times*.

COME HARPER, come Schuster, come Appleton all,  
The winter is coming, and gone is the fall,  
The authors are restless and pining to go  
And Santa is poorly and we shall have snow!  
Come *on*, Harper!

Come Huxley, come Morgan, come Harold Bell Wright,  
The dew's on the turnip—the publisher's blight;  
Come Bromfield and Thayer, come all God's chillun,  
Goodbye to Knopf, sir, and ho for Macmillan!  
Come *on*, Macmillan.

Ho ho! for the writers who pass in the night,  
Hey hey! for Al Huxley and Harold Bell Wright,  
For the moon on the crest of the new fallen snow  
And the luster of Doubleday all in a row.  
Come *on*, Doubleday!

Come author, come poet, come scriveners bold,  
The royalty's gone and the days grow cold,  
So put on the imprint of Simon & Schuster  
And sell a lot more than you formerly uster!  
Come *on*, Simon!

Come Appleton, Harper, come Mifflin and all!  
To the top of the list, to the top of the wall!  
Your authors are dressed in their last year's loyalty,  
They'll kiss you goodbye for the first pretty royalty.  
Come *on*, Pater.

—E. B. W.

\* Reprinted with permission from *The New Yorker*.

# What's Wrong With This Title?

*A Game Designed to Drive Booksellers to Distraction in Their Idle Moments, If Any. Don't Turn the Page Until You're Ready to Look at the Answers*

Josiah Titzell

HAVE YOU GOT titles, authors, publishers on the tip of your tongue? Try yourself at the game devised by one of those fiends who step into a store and ask for Sir William Rothstein's book and then correct *you* because you call it "Men and Memoirs." Any of the following might appear on some customer's crested note-paper among your morning's orders. There is a mistake in each. In some cases the title itself isn't quite right; in some the author given had nothing to do with that book or his name is misspelled (a minor matter you say, but try looking up Alexander Wollcott in *Wilson* and you'll find him nine pages beyond as Alexander Woolcott); in other cases the publisher given is either

the book's publisher or the author's or, as in two cases, the author's ex-publisher. Movie and serialization titles of a couple of books provide further snares. You should be able to see the mistake on sight. If you catch all of them at a glance you will not receive a diploma; you will merely know that you're as alert and as good at your job as you should be. If you like to score your games there are twenty-five titles and four times twenty-five is a hundred. Four points for each title corrected at a glance; zero for each one you have to think over or miss—fair enough in a profession where a mistake means zero on the sales slip. Corrections will be found on the following page. Are you ready?

- 1.—"The Student Fraternity Murder" by Milton Propper. *Harper*.
- 2.—"Royal Flush" by Inez Haynes Irwin. *Harcourt*.
- 3.—"The Best Plays of 1931-1932" by Edward J. O'Brien. *Dodd, Mead*.
- 4.—"Fads and Quackery in Healing" by Logan Clendening. *Knopf*.
- 5.—"The Secret Agent" by Rufus King. *Doubleday*.
- 6.—"Rip Tide: A Novel in Verse" by Stephen Vincent Benét. *Duffield*.
- 7.—"Murder Will Out" by Russel Crouse. *Doubleday*.
- 8.—"Appreciation" by Walter Prichard Eaton. *Dutton*.
- 9.—"Decline and Fall" by Alec Waugh. *Farrar & Rinehart*.
- 10.—"Selected Essays of Henry Hazlitt." *Random House*.
- 11.—"Blind Youth" by Kathleen Norris. *Doubleday*.
- 12.—"First Love" by Charles Morgan. *Knopf*.
- 13.—"Save Me the Waltz" by Rosamond Lehmann. *Holt*.
- 14.—"Back to Stay" by William Ellery Leonard. *Viking*.
- 15.—"The Art of Reading" by Ernest Dimnet. *Simon & Schuster*.
- 16.—"German Summer" by Cornelia Stratton Porter. *Liveright*.
- 17.—"Nobody Starves" by Catherine Brodie. *Longmans*.
- 18.—"Oxford Book of American Prose" edited by Carl Van Doren. *Oxford*.
- 19.—"The March of Democracy" by James Truslow Adams. *Little, Brown*.
- 20.—"Guardian Angel, and Other Stories" by Kay Boyle. *Smith & Haas*.
- 21.—"Discretions and Indiscretions" by Lady Duff Cooper. *Stokes*.
- 22.—"Devotion" by Pamela Wynne. *Burt*.
- 23.—"This Country of Yours" by Gene Markey. *Little, Brown*.
- 24.—"Dance Out the Answer" by Le Roy MacLeod. *Longmans*.
- 25.—"Never Ask the End" by Isabel Patterson. *Morrow*.

## What's Wrong With This Title?

Here are the corrections of the titles given above. You did pretty well this time, but try them again at the end of a harrowing day when everything has gone wrong and so many customers have asked for the books by the wrong title that you begin to suspect that after all there may be a book by Upton Sinclair Lewis Browne.

- 1.—Published by *Bobbs-Merrill*. Proper's "The Ticker-Tape Murder" and "The Strange Disappearance of Mary Young" were published by *Harper*.
- 2.—By Margaret Irwin. Inez Haynes Irwin's new novel is called "Youth Must Laugh."
- 3.—Edited by Burns Mantle. Mr. O'Brien is famous for the collections of "Best Short Stories."
- 4.—By Morris Fishbein, M.D., published by *Covici, Friede*. Dr. Clendening and *Knopf* are responsible for "The Human Body."
- 5.—"Valcour Meets Murder" was serialized in *The Red Book* under the title "The Secret Agent."
- 6.—By Stephen's brother, William Rose Benét, the celebrated Phoenician of *The Saturday Review*.
- 7.—That's the whole point, "Murder Won't Out."
- 8.—By the other gent with three names, William (Literary) Lyon Phelps.
- 9.—By another of the hard-writing Waughs, Evelyn. Originally published by *Doubleday, Doran* it was taken over by *Farrar & Rinehart*.
- 10.—Well, you might not have known it was William and not the editor of "A Practical Program for America."
- 11.—"Blind Youth" is the title under which "Treehaven" was serialized in *The Woman's Home Companion*.
- 12.—His first novel, published here under that title but almost immediately re-issued as "Portrait in a Mirror" because E. M. Delafield had beat him to it with a novel called "First Love."
- 13.—Get out your dance tally; Rosamond Lehmann's novel is, as you know, "Invitation to the Waltz" and "Save Me the Waltz" (*Scribner*) is by Zelda (Mrs. F. Scott) Fitzgerald.
- 14.—By Jonathan Leonard, in spite of the fact that William Ellery Leonard is a *Viking* author.
- 15.—You'll have to call up and find out whether Miss Mincett is trying to order "The Art of Thinking" by the Abbé, or "The Art of Reading" by A. R. Orage, *Farrar*. Walter Pitkin's book is "The Art of Rapid Reading."
- 16.—Cornelia Stratton Parker, not Gene Stratton Porter.
- 17.—Brody, of course, but then, too, she spells it Catharine.
- 18.—Prose or no prose, it's edited by Mark.
- 19.—Published by *Scribner*; *Little, Brown* publishes "The Epic of America."
- 20.—By the late Margery Latimer.
- 21.—Yes, you're right, Lady Duff Gordon, "Lucille, Inc."
- 22.—"Devotion" is the title of the movie made from "A Little Flat in the Temple," available from *Burt*.
- 23.—By Morris Markey, that's right.
- 24.—Think fast, Captain Flagg, think fast. "Dance Out the Answer" is by David McCloud; Le Roy MacLeod is the author of "The Years of Peace," *Century*.
- 25.—What does it matter if it isn't out yet, her other novels and her writings for the N. Y. *Herald-Tribune's* "Books" should have engraved on your mind Paterson with one t.



Just out—First novel since he won the NOBEL PRIZE

**SINCLAIR LEWIS**

**Ann Vickers \$2.50**



*Canvas streamer 10 feet x 18 inches for use in window and store displays*

## Window Lights

Alfred van Ameyden van Duym

*A Department Devoted to Advance Information on Window Display  
Material and Practical Hints on Window Designing*

### Picking Up Courage

IF, AS PROFESSOR PITKIN expresses it in his latest book, "Life Begins at Forty," the book business should begin after Christmas. And after all, this is not as foolish a statement as might appear on the surface. Even in meager years as in the late, little, lamented year of 1932 the excitement rose to a fever pitch during the Christmas holiday rush, then we may now stop and take stock of ourselves and not bemoan our youthful hopes at the beginning of this year. Experience has told us not to expect the impossible for the year to come but nevertheless we are now already looking for hopeful omens of at least partial recovery from a shock of three years' duration.

One of these hopeful omens is the publication of "Ann Vickers," the new Sinclair Lewis novel, on the 25th of January. It has never been disproved yet that a book which became a national best seller of imposing proportions did not help the book-trade in general to pick up and make people increasingly book conscious.

Doubleday has prepared a country-wide campaign designed to make all literate Americans potential buyers of "Ann Vickers." Prepublication sales-aids have included a Christmas Gift announcement stating that the sender has ordered a copy of the book to be sent on publication date; advance order cards as illustrated on this page; complete dummies for window and

store display; imprinted postcards for January 1st mailing, and a new novelty, little books of lip-stick tissues, made up like match books, bearing "Ann Vickers" advertising. For display after the book is published there will be handmade canvas streamers, 10 feet by 18 inches, in red and black, featuring a portrait of Sinclair Lewis; smaller hand-made canvas streamers of the same design, 6 feet by 14 inches; small cutouts of an informal photograph of Sinclair Lewis, to stick in books displayed in windows or on tables, and striking three-color "Ann Vickers" bookmarks, in red, gold, and black, to put on the table or wrap in packages of other titles. In addition to these displays the publishers have made 1500 red and black posters for the American News trucks, and 500 two-color cards for the Fred Harvey restaurants.

I hope that in this little preamble I have not stepped beyond the bounds of my own department of window making and more specifically window results. As for the moment I am somewhat short of actual material from publishers—this being the very quiet season for publishing books—and publicity for new books is but a low rumble in the distance, I feel in a chatty and ever so mildly philosophical mood duly tempered by, shall we call it commercial considerations (not to say candor).

We are now ready for the big clean-up

# SINCLAIR LEWIS' first novel since

he won the Nobel World  
Prize for Literature

**ANN VICKERS**

will be published on  
**January twenty-fifth**  
simultaneously through-  
out the world



If you order **NOW**, we can guarantee to deliver  
your copy on the day of publication

\$2.50

**DOUBLEDAY, DORAN**

*Poster in blue and white which can be  
used to obtain advance orders*

of pre- and after-inventory sales, clearance sales and getting rid, in as graceful a manner as we can find, of our overstock. Mark downs are the order of the day and, the windows being very much neglected during the week between Christmas and the New Year, will have their part in making our windows successful. Signs may help us a great deal and we have to rely on our own ingenuity in order to make our customers realize that they will save money in buying books at such low prices as are prevalent during our after-holiday sales. The same crowds which looked at our windows during the pre-holiday period may be absent now or at least replaced to a great extent by the bargain hunting variety and the real book lovers who might not be able to afford books at the regular price, but can now as they are reduced.

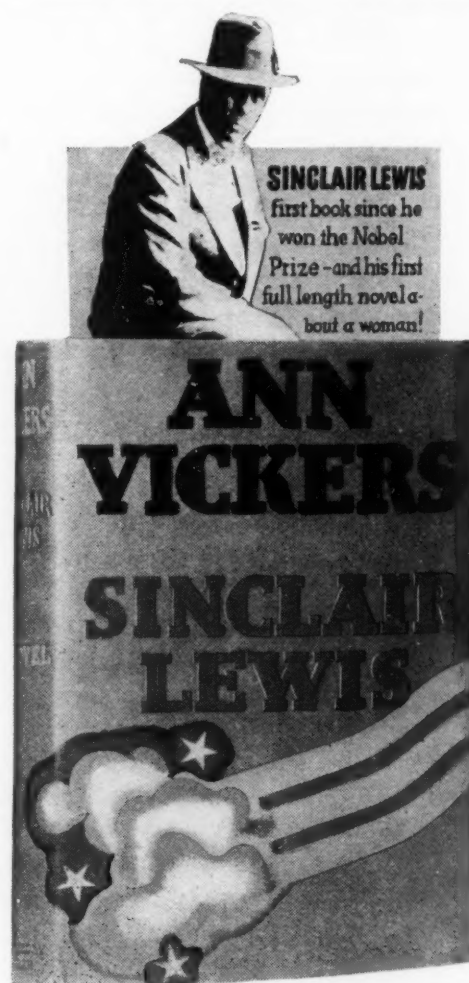
Visibility of title and price are of prime importance in our windows. Large, generously sized and lettered signs, stretching across the top part of our windows, plainly indicating the general percentage reduction of the books and perhaps also books individually marked in our windows are essential to attract the crowds, even from across the street. If the sale is advertised in local papers it might be a good idea to paste

copies of the current ad on the window.

Two ideas which have also given good results in the past are the division of the windows in two, three or more sections, each group separately labelled at various percentages of reduction. Another idea which has worked wonders, though it may cost you a lot of money unless judiciously applied, is periodic increase of the reduction of percentage from the original price. For instance the first day 25% off, tomorrow 30% off, next day 35% and so on. But of course there is a limit to that sort of thing; otherwise you might be reduced to the saying which, as long as you keep it permanently in your window, is all right: "Tomorrow All Books Free!"

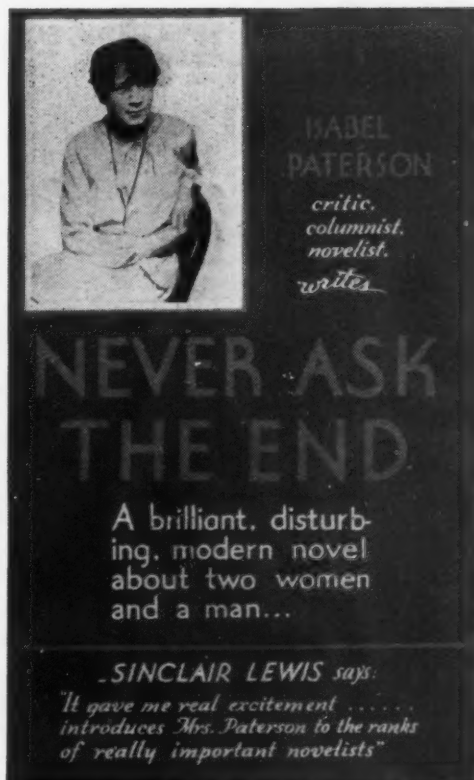
In case you open up the book to show an illustration or the type- or title-page or perhaps an autograph, attach a small card with the title and author of the book. These sales windows should be easily accessible.

Enough about sales windows. After a week or so publishers' representatives will come crowding our shops again expecting substantial orders and then we must clear



*An informal cut-out card*

our windows and give new thought and additional appeal to our displays. We must ransack our imagination for new tricks, new designs, more startling displays, and inaugurate the new year by making our windows appeal by their freshness and novelty. There is a visibly competitive element about making windows which urges us on to do better all the time. We can make that visual appeal which is so essential upon first acquaintance with books as well as with people. Does it not rouse your curiosity to think what manner of books will dominate the year 1933? In 1932 there was an unusual number of books about cats. You can do your part to create a demand for a certain kind of books. This is an age of specialization. This may be accentuated through your windows. That is the way some bookstores have taken their initial step on the road to success. And again I would like to stress the seasonal and local appeal. Travel, whether at home or in fact, is in everybody's mind at this time of the year. If your customers have not the money to travel, make your window so colorful, so beckoning in its "wanderlust" appeal that they will, through a book, undertake their travels in an easy chair. I think that for instance a book like the one published by Smith & Haas on Bermuda with its magnificent illustrations and fascinating text is a tremendous asset to a good travel window. There are a great many dollar books now published on travel, and windows of those with some articles of exotic appeal are bound to attract people. Almost any bookseller has among his customers or acquaintances someone who has travelled and who will be glad and perhaps proud to give him the use of some pictures or articles to enhance his display. I remember out of my own experience that at the moment I entered the book business here in New York as night clerk in one of the Doubleday, Doran chain of shops, Carveth Wells' "Six Years in the Malay Jungle" had just been published. Now I happened to have a brother in the Dutch East Indies, who had recently sent me a model of a native boat—a prau—and a couple of batiks, some colored drawings of native dancers and with these few odds and ends I managed to work out quite a nice display. It seems to me that it is within the scope of possibility for anybody to do as much with other ma-



*This poster, 14 x 22 ins., in green and white, is part of a big campaign behind Isabel Paterson's novel.*

terial and any timely, appropriate book.

Now what does this department intend to do in the new year? We will follow the original plan of giving, in as far as it is possible, the advance dope on publishers' material. As much as in any other commercial undertaking publishers have not always planned their display material in advance and lots of it is made up on the impulse of the moment or in response to public demand for a book, and as we have not as yet become "technocrats" these conditions are likely to prevail for some time to come. As we go along, however, we intend to plan our course and improve whatever service this department may give over as expansive an area as the United States. We do, however, emphatically and more than anything else, wish that we could make the whole book trade and more particularly the book windows profit from our own private, and lucrative, experiences in the matter of display and would even welcome a guest bookseller at times to advance his or her ideas on windows during the course of the year or incorporate his ideas about it in this department. Meanwhile Window Lights wishes you a happy and prosperous New Book Year.



# THE Publishers' Weekly

The American BOOK TRADE JOURNAL

Founded by F. Leyboldt

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December 24, 1932

**I** HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.

—BACON.

## Start Sales Now

HAVING IN MIND the importance of liquidating stock as the first of the year begins, we again point to the suggestion made in our article by Frank Stevens in the December 10th issue, which strongly stressed the need of beginning clearance sales immediately after Christmas. The large stores selling clothing and household goods have now begun their sales, and some stores, rather shortsightedly, it would seem, started clearance business before Christmas. But, with Christmas out of the way, no store should wait a moment before giving evidence, by its advertising, by its windows, and its front counters that it has attractive merchandise which it is putting on a clearance basis. The cash from such sales is needed for new business, and the bookseller needs every realizable dollar to readjust his buying to changing public reading interest.

## As to Technocracy

TYPICAL OF THE SUBJECTS which the bookseller must understand in order to fulfill his part as distributor of printed information is the highly debatable subject of Technocracy, about which everyone is asking. Technocracy is a theory of the or-

ganization of society and industry based on the analyses of engineers of the increase of available energy through the rapid increase in effective machinery and applicable power. The bookseller can find the best statements of its proponents in *Harper's Magazine* for January, a criticism of some of its defects in *Business Week* of December 14th, a journalistic summary of its effect in the *New Outlook* of November and December and a series of very critical comments in the *Herald Tribune* beginning December 15th. The February *Cosmopolitan* will have an article by Stuart Chase. Already some 60 articles have appeared in periodicals. Harper & Bros. will publish "A Primer of Technocracy" based on interviews with Howard Scott, who is directing the Energy Survey at Columbia, and "The Truth About Technocracy" by Professor Walter B. Pitkin of Columbia University, will be published by Simon & Schuster. Other books will undoubtedly follow. Inasmuch as the theory involves the wiping out of the price system and drastic changes in every theory of industrial organization, of money and banking, and of social evolution, there is in this discussion, which has a very easily remembered name—Technocracy—food for much reading and thought.

## Publishing Markets

A FULL PAGE ADVERTISEMENT of Jonathan Cape, the well-known London publisher, in the *Saturday Review of Literature* of December 10th raised many questions of international relations in book publishing.

As a matter of common practice and for the sake of obtaining the largest possible distribution of books there is embodied in copyright law the right of authors to subdivide on national lines the territory in which they want their books distributed. Mr. Cape, in giving full page publicity to his list of well-known authors, has listed and urged the American public to buy many of his books which are already being marketed in this country. He has, after listing some fifty authors, made the qualifying statement that "Owing to separate publishing arrangements for the United States, a number of titles published in Great Britain by Jonathan Cape are available for American buyers only in current American editions. Jonathan Cape will

send on application a check list of his publications showing clearly what titles are available."

This qualification, however, does not change the fact that the main thesis of Mr. Cape's advertisement is that these books are purchaseable from England, and he added that the present rate of English exchange is much in favor of the American buyer of English books. However, many of the books which he lists at 4s. 6d. or 3s. 6d, are available in America in the dollar editions, and a reader who ordered from abroad would make no economic saving. The whole advertisement confuses the public and should certainly have been avoided by a publisher as well versed in publishing matters as Jonathan Cape.

### How Much Does It Cost for Textbooks?

DISCUSSION OF SCHOOL ECONOMIES and of the effect of these on schoolbook appropriations has been increasing. The facts that have been developed have indicated how rapid, in recent years, has been the increase in building and equipment and how slow has been the increase in the expenditures for textbooks. Arthur C. Walworth, Jr. in an article in *School and Society* opened this discussion with some new facts as to building costs and the Boston *Transcript* taking up the discussion from the point of view of Massachusetts schools carries it still further.

Quoting the United States Commissioner of Education in an article in the *American School Board Journal* of October the *Transcript* says: "The cost of schoolbooks is only about one-fortieth of the cost of teachers using them. School board members should provide the teachers with adequate tools to carry on their work, particularly in a day of smaller teaching staff and increased enrollment." The United States Department of Interior gives figures showing that the cost of textbooks per pupil in the elementary and junior and senior high schools in 227 cities is \$1.58 for the year 1929 and 1930, or 1.3% of the cost of instruction. Other figures show that 2.7% of the school dollar spent for textbooks in 1913 had shrunk to 1.6% in 1928. Total expenditures for textbooks appear to have decreased by 25%

between 1928 and 1932. All of the figures indicate that there are strong reasons for urging that, as textbooks gained very little of the increase in school expenditures in recent years, they cannot stand, without great loss of school effectiveness, reductions similar to those that are going on today in other departments of school costs.

### What is the Bookseller Reading?

IT WAS EVIDENT last year that the bookseller's task had been changed by current events not only as to the conduct of his business but in the matter of his own reading. It is not now sufficient for a bookseller to be well posted on the new fiction, the poetry, the popular biography, new children's books. He must, beside this, be able to comment and to select from the important literature of economics, international affairs, business readjustment and science.

Sales during the past year gave increasing evidence that the public is reading widely in these fields, and the first announcements of the spring point to important books that deserve displays and will receive attention. The question for the bookseller to decide is whether the people of his community, aroused now to new discussion of reading, will get intelligent service in his store. It would not be surprising if the bookseller who had not followed new lines of reasoning might feel at first as though he was swimming beyond his depth, but, as he talks with his customers, especially those who are competent to give information on one line or another, he will soon get his bearings, and comments of customers and quotations from worthwhile critics can be used in guiding purchases and developing sales. Beyond this, the bookseller himself must find time in his own reading to follow these trends, whatever has been his reading interest in the past.

#### NOTICE

The Annual Spring Announcement Number of the *Publishers' Weekly* with the Index to spring publications will be published this year on January 28th.

# P. W. Form-Sheet

## Neck and Neck

- FLOWERING WILDERNESS.** By John Galsworthy. Scribner, \$2.50. The best selling novel everywhere.
- SONS.** By Pearl S. Buck. John Day, \$2.50. "Sons" is nearly two months older than the Galsworthy novel, but it piled up Xmas sales.
- THE NARROW CORNER.** By W. Somerset Maugham. Doubleday, Doran, \$2.50. Second in fiction at N. Y. and Chicago stores, and first at three New Orleans stores.
- THE SHELTERED LIFE.** By Ellen Glasgow. Doubleday, Doran, \$2.50. Four St. Louis stores reported it first last week, and two Atlanta stores, second.
- THE FOUNTAIN.** By Charles Morgan. Knopf, \$2.50. A best seller for six months.
- VAN LOON'S GEOGRAPHY.** Simon & Schuster, \$3.75. Selling in its 108-118th thousands.
- THE MARCH OF DEMOCRACY.** By James Truslow Adams. Scribner, \$3.50. Christmas orders came to Scribner's in 50's, 100's and 250's.
- OUR TIMES, 1909-1914.** By Mark Sullivan. Scribner, \$3.75. Right on the heels of "The March" in such stores as Wanamaker's, Robinson's in L. A. and The White House in S. F.
- A NEW DEAL.** By Stuart Chase. Macmillan, \$2. One of the three best non-fiction sellers in New Orleans and Atlanta, last week.
- THE FLYING CARPET.** By Richard Halliburton. Bobbs-Merrill, \$3.75. First in non-fiction at four St. Louis stores last week and third at four Chicago stores.

## Betting Favorites

- FORGIVE US OUR TRESPASSES.** By Lloyd Douglas. Houghton Mifflin, \$2.50. Right up among the toppers in most stores.
- BEYOND THE BLUE SIERRA.** By Honoré Willsie Morrow. Morrow, \$2.50. Selling well, particularly west of the Mississippi, and a best seller in S. F.
- FAREWELL MISS JULIE LOGAN.** By Sir James Barrie. Scribner, \$1. Over 20,000 copies have been sold.
- SHERMAN, FIGHTING PROPHET.** By Lloyd Lewis. Harcourt, Brace, \$3.50. Third printing. Second in non-fiction sales at four Chicago stores last week. They're pushing it at Kroch's as the best biography of the year.
- MEN AGAINST DEATH.** By Paul De Kruif. Harcourt, Brace, \$3.50. Third printing. Second at six S. F. stores. It's sales are averaging 2000 a week throughout the country.
- TITANS OF LITERATURE.** By Burton Rascoe. Putnam, \$3.75. Fourth printing. Outsold every other book at the Abraham & Straus (Brooklyn) Book Fair. One customer at the Channel Book Shop bought 25 copies at one fell swoop.
- SIR WALTER SCOTT.** By John Buchan. Coward-McCann, \$3.75. A steady best seller in Boston.
- RE-THINKING MISSIONS.** Harper, \$2. 15,000 copies have been sold, with an extraordinary sale in general bookstores, besides that to the mission boards.
- NUR MAHAL.** By Harold Lamb. Doubleday, Doran, \$2.50. Has been a best seller for weeks on the Pacific coast.
- THE WIFE OF ROSSETTI.** By Violet Hunt. Dutton, \$4. Eighth printing.



# P. W. Form-Sheet

## At the Post

THE BRIGHT LAND. By Janet Ayer Fairbank. Houghton Mifflin, \$2.50.

MAN AND MASK. By Feodor Chaliapin. Knopf, \$3.50.

An American historical novel by the sister of Margaret Ayer Barnes. "It has the substantial quality of a Thanksgiving dinner," says Isabel Paterson.

The life of one of the world's most famous singers, now in this country, and his political contacts during the Revolution and Soviet régime.

## Dark Horses

DANGER IN THE DARK. By Arthur M. Chase. Dodd, Mead, \$2.

DR. PRIESTLEY LAYS A TRAP. By John Rhode. Dodd, Mead, \$2.

FOOT-LOOSE IN INDIA. By Gordon Sinclair. Farrar & Rinehart, \$2.50.

MURDER AT MONTE CARLO. By E. Phillips Oppenheim. Little, Brown, \$2.

SLOW JOE. By Max Brand. Dodd, Mead, \$2.

TALKS WITH MUSSOLINI. By Emil Ludwig. Little, Brown, \$2.75.

THE GERMAN PHOENIX. By Oswald Garrison Villard. Smith & Haas, \$2.50.

PUBLIC FACES. By Harold Nicolson. Houghton, Mifflin, \$2.50.

YOUNG AND FAIR. By Laetitia McDonald. Farrar & Rinehart, \$2.

100,000,000 GUINEA PIGS. By Arthur Kallet and F. J. Schlink. Vanguard Press.

LIVES OF A BENGAL LANCER. By Major F. Yeats-Brown. Blue Ribbon Books, \$1.

FROM PILLAR TO POST. By Helen R. Martin. Dodd, Mead, \$2.

SUDDEN SWEETHEART. By Berta Ruck. Dodd, Mead, \$2.

MARY ROBERTS RINEHART'S CRIME BOOK. Farrar & Rinehart, \$2.

ERIE WATER. By Walter D. Edmonds. Little, Brown, \$2.50.

EDUCATION OF A PRINCESS. By Grand Duchess Marie. Blue Ribbon Books, \$1.

FRANKLIN, THE APOSTLE OF MODERN TIMES. By Bernard Fay. Blue Ribbon Books, \$1.

Jan. 3.—By the head of the Dodd, Mead manufacturing department. His "Party at the Penthouse," published a year ago, went into three printings.

Jan. 3.—Featuring a popular detective.

Jan. 3.—First printing 5000. Sold 10,000 copies in five weeks in Canada.

Jan. 3.—American gangsters, an American hero and a French heroine.

Jan. 3.—A new Western by the author of "The Jackson Trail."

Jan. 3.—The actual record of 18 conversations which took place last spring.

Jan. 5.—A history of the German Republic and an account of what it is today by the editor of *The Nation*.

Jan. 4.—A political novel that tells the inside facts about a not impossible international crisis.

Jan. 11.—A book that has everything for those who like a story of young love. The author is the wife of Wallace Irwin.

Jan. 12.—Naming actual products, the authors describe the dangers into which the manufacturers of foods, drugs and cosmetics force the American consumer. F. J. Schlink was co-author with Stuart Chase of "Your Money's Worth."

Jan. 16.—A best seller in the original edition.

Jan. 20.—The author is noted for her novels about the Pennsylvania Dutch.

Jan. 20.—A new one by a perennial romancer.

Jan. 31.—Contains "The After House," "The Red Lamp," "The Window at the White Cat" and two novelettes never before in book form.

Feb. 3.—A novel by the author of "Rome Haul."

Feb. 13.—You know its record in the original edition.

Feb. 13.—A best selling biography in the original edition.

## Customer's Choice

WE'RE WRITING THIS during Christmas week, so that what we have to say about Christmas bookshopping will be old news by the time it's printed. It still seems to be a question whether or not there is going to be a Santa Claus this year, although last Saturday was a big day and the snow that has more or less covered the country seems to have stimulated the holiday mood. We've never seen more tempting windows, either, than those in the bookshops this winter.



So far no book seems to have developed runaway tendencies, around New York, at any rate. Frank Howard at Dutton's finds that buying this year is very diversified, although a Christmas window based around the Petershams' "The Christ Child" has put that title in the fore for the second year. Hilaire Belloc's "Napoleon" is also a favorite there.



In the Doubleday shop in the Grand Central Terminal where commuters pick up their Christmas gifts on the fly, the trend has been away from fiction to a marked degree. Our notion is that people want to feel this year that what they are giving this year is useful and worthwhile, or in other words that they want to give something for their money. Whatever the reason, the new edition of "The Odyssey" translated by Lawrence of Arabia leads the field in this shop, with Norman Bel Geddes' "Horizons" a close second. Other non-fiction titles that were particularly in demand were "Death in the Afternoon," "Sherman," "Thrills of a Naturalist's Quest" and "Our Times." Fiction sales were led by "The Narrow Corner," followed by "The Sheltered Life," "Invitation to the Waltz" and "The Bishop's Jaegers."



There are some books that seem to be practically neglected during the greater part of the year, but which, nevertheless, turn up as hardy perennials when the Christmas season rolls around. One of these is "My Unknown Chum" (*Devin-Adair*), without which, apparently, no Christmas stock can possibly be complete.

Now to look at the other side of the picture, the Spring Lists. The greatest stir at present seems to be over Sinclair Lewis' "Ann Vickers" which *Doubleday* will bring out January 25th. The advertising, both pre-publication and post-publication which is planned for this title is described in the Window Lights department elsewhere in this issue. We are particularly taken with the little folders of lip-stick tissues, made up like book matches, which are to be distributed with "Ann Vickers" advertising on the cover.



*Houghton Mifflin* will issue a small limited first edition of "Lucrece" in which Katharine Cornell is starring now. The play was adapted from the poem by Andre Obey, and retranslated into English by Thornton Wilder. *Little, Brown* sold 11,000 of "The Barretts of Wimpole Street."



One of the titles in the *Star Dollar Series* which the *Garden City Publishing Company* is betting on for spring sales is "The Nature of the World and of Man," edited by H. H. Newman and formerly published by the *University of Chicago Press*. This book started out in an educational edition at \$4, but almost immediately broke into trade sales, and was later published in a trade edition at \$5. The *Garden City* edition, which will be released January 16, is the third revised edition, and will be given extensive promotional support.



Emma Mills, who has been talking on books in New York for some years with great success, has invaded Boston. She is giving monthly talks at the Hotel Statler, and presents distinguished people at each of the talks. Among those who are on her list to appear at these talks are: Valentine Williams, T. S. Eliot, David Morton, and Yeats Brown. The Old Corner branch in the Statler Hotel ought to find this profitable. The membership in the course was limited to 400, and was all promptly subscribed.

William Butler Yeats, talking at the Town Hall on December sixth, said that "the main movement of Irish thought has expressed itself through the novelists. In the last ten years Ireland has had finer novels than plays."

He praised Liam O'Flaherty's books, adding "But his work is not for everyone"; he spoke of Frank O'Connor's "beautiful 'Saint and Mary Kate,' a novel for everybody," and of "my friend, Francis Stuart, whose latest novel, 'The Colored Dome,' is even better than his 'Pigeon Irish.' It has a strange theme. The hero, condemned to death, is perfectly happy. Freed, he sinks back into the misery of life."

Mr. Yeats spoke with great affection of Lady Gregory. He said he was much with her during her last illness, and he added, "She had always on the table beside her bed three books: 'The Gospel in Gaelic,' Doughty's great book, 'Arabia Deserta,' and Lennox Robinson's 'Golden Treasury of Irish Verse'."

Mr. Yeats also praised among contemporary writers James Joyce, Sean O'Casey, George Russell (A. E.) "whom I admire greatly," and Padraic Colum, "who has

written so many lovely lyrics." He spoke, too, in praise of James Stephens' and Frank O'Connor's translations of Gaelic poetry.

John Masefield, in his forthcoming volume "Recent Prose" has an appreciative essay "On Mr. W. B. Yeats." "Mr. Yeats," he says, "is the choicest poet and greatest poetical influence of our time."

Masefield will talk on January 10 at Town Hall, New York; January 11 in Philadelphia; January 12 in Brooklyn Academy of Music; January 17 in Boston, Symphony Hall; then on to Washington and Toronto, Montreal, Buffalo, Detroit, Toledo, Chicago, Cleveland, Los Angeles, San Diego, Pasadena. In March, back to New York for a few weeks.

Yeats will talk on January 12 in Pittsburgh, and on January 13 in Baltimore.



Houghton Mifflin will have advance copies of Harold Nicolson's "Public Faces" before Christmas. He and his wife, Victoria Sackville-West (Vita to her friends) will give forty-five lectures while they are in this country this winter. They sometimes lecture separately and sometimes together, debating such topics as "Is Marriage a Success?"



Christopher Grauer's display of Vash Young's books in the window of the Otto Ulbrich Co. of Buffalo was awarded a \$100 prize in a national competition conducted by Bobbs-Merrill



# A History of the Booktrade

*A Review of "Annals of American Bookselling, 1638-1850" by Henry Walcott Boynton*

IN CONNECTION WITH the hundred and twenty-fifth anniversary of the founding of the house of Wiley the present firm has published the "Annals of American Bookselling 1638-1850" by Henry Walcott Boynton. The volume is not a history of the house of Wiley, although the part which that firm played has been a very conspicuous one, but is a brief and readable account of the first two centuries of the American book business competently written and based on the many books that have been accumulating in the last half century that touch upon the early history of our booktrade.

The volume, published at \$3, is a fine piece of bookmaking, and is illustrated with photographs and views.

Such a book will be welcomed by publishers and booksellers as giving the early background of their industry and by students of American history as supplying a useable key to the early development of the printing press in America. Such a book could not be titled a history of American publishing, because publishing as a separate industry did not exist until the nineteenth century. It might almost be called "Annals of Printing and Bookselling," as those two professions were closely tied together. It is a story of small beginnings, but, as Mr. Boynton points out, printing and publishing, even in the provincial cities of Great Britain, was in its infancy, and the cities of America did not fall far behind in their appreciation and use of the press.

Mr. Boynton has taken advantage of such research as has taken place in the field, and the volume points the way to more research that can be done by those who find the time and opportunity to dig into the early newspapers, letters and business records of those decades. Among the more important books already available are Littlefield's "Early Boston Booksellers," Wroth's "The Colonial Printer," Bradsher's "Matthew Carey," Oberholtzer's

"The Literary History of Philadelphia." This volume contains a careful list of source books.

It will interest many in the industry to have it pointed out that the first important figure in such a chronicle is a woman, the widow Glover who owned and in conjunction with her second husband, President Dunster of Harvard, directed the first use of the printing press in the United States at Cambridge. Vigorous figures pass through the pages of such a story: John Dunton, who toured America in 1705, the Bradfords, William and Andrew, the Franklins, James and Benjamin, Benjamin Harris, printer of the first New England Primer, Thomas Fleet of Boston, Isaiah Thomas of Worcester, Sarah Goddard of Providence, Christopher Sauer of Philadelphia, Hugh Gaine of New York, Matthew Carey of Philadelphia, to mention some that inevitably stand forth.

The house of Wiley came to prominence soon after its foundation as a bookstore in 1807 when its aisles were the meeting place of the new literary school of New York and its imprint was borne by no lesser book than Cooper's "The Spy."

Out of the Wiley business branched the house of Putnam and simultaneously there had been laid the foundations of the houses of Appleton and of Harper. By 1827 Charles C. Little, in Boston, had entered the house of Hilliard, Gray & Co. which ten years later, with James Brown, he was to take over, while Timothy Carter had taken over the quarters of the apothecary who had built at the corner of School and Washington Sts. and the place was prepared for the Old Corner Bookstore which Ticknor & Fields & E. P. Dutton & Co. was to make famous.

Thus firm foundations were laid for an American publishing industry, and out of the unstable conditions of colonial printing and bookselling had appeared the beginnings of a highly organized book industry.

## S. E. P. Enters Book Field

THE *Saturday Evening Post* will enter the book field with a page of current book news, beginning with the issue of January 17th or the following week. The page will be edited by Donald (A A A to you) Gordon, well known to the booktrade as the editor of the *American News Company's* monthly bulletin of advance news on books. The book columns of the *Saturday Evening Post* will appear under the heading, "The Literary Lowbrow."

The criterion of the *S. E. P.* book page will be the entertainment value of books, with literary merit a secondary consideration. Mr. Gordon says that if he discovers literary merit, well and good, but that his main effort will be directed toward telling his readers what "the ballyhooed books are really like." Books that are in the news, that people will hear about through the news or advertisements, will be discussed. In this sense, "The Literary Lowbrow" will be a book news source rather than a reviewing medium, though Mr. Gordon admits that personal opinions are bound to influence even a "Literary Lowbrow."

The *American News of Books* has always attracted a great amount of attention in the booktrade because of Mr. Gordon's amusing and informal phraseology, as well as on account of its information on the coming month's books, and has exerted no inconsiderable influence on book-buying. Now, Donald Gordon's estimates on the new books are to be given to the large consumer audience of *Saturday Evening Post* readers. Is this book readable, or is it dull, does it have something, plot, characters, setting, or anything else, to interest the average reader? If it has any entertainment value, the editor will tell his readers about it; if not, and if it is a book they are likely to hear about, he will tell them that, too.

No special type of book will be stressed more than any other. Mystery stories will be considered, if they are news, like the new Van Dine, for instance,—westerns, romances, non-fiction, anything that has entertainment value for the average

man or woman. Mr. Gordon has always been an avid reader (he makes a fine distinction between an avid and a great reader), so that his tastes are catholic, as any follower of the *American News of Books* knows.

"The Literary Lowbrow" will strike quite a new note in book reviewing. Everyone knows the wide influence that the well-known literary reviews now have on the reading public. Literary merit is, however, the main basis of judgment on which our chief critics base their reviews. Now the champion of the average person steps forth, basing his judgments on entertainment alone. "The Literary Lowbrow" may increase the numbers of the book-reading and buying public.

### Rental Library Methods

IN THE RAPID building up of a new rental library for Winnipeg the Lasker Bookshop has developed new plans that have been very successful in enlisting subscribers. The shop has adopted the English subscription method rather than the daily fee more common in American libraries. For one book at a time, exchangeable as often as desired, the annual rate is \$7.50, two books at a time, \$12.50, three books at a time, \$17.50, with proportionately lower rates for nine, six, three months and one month.

Such a method obviates the need of a deposit and gives the store a working capital for operating the library. Mr. Lasker campaigns strongly for annual subscriptions as Christmas gifts, and has built up many sales on that plan. The library also makes a definite campaign to bring its service to reading circles and study groups and makes special prices for such groups.

Still another feature is the community service which is offered by the library which helps build up the town's awareness of it as an institution. As the library is open in the evenings, a telephone service from nine in the morning until ten at night answers questions that may arise in disputes as to author, title or publisher of a book. The reputation for doing free research helps build business.



### Dodd, Mead and Stokes to Have Joint Selling Arrangement

THE JOINT SELLING ARRANGEMENT, operative during the past year, among Dodd, Mead & Company, Inc., Longmans, Green & Co., and Coward-McCann, Inc., has, by mutual consent, been dissolved. Commencing January 1st, Dodd, Mead & Company and Frederick A. Stokes Company will share sales forces in certain territory. This plan involves a resident salesman on the Pacific Coast—Jesse Carmack, who will be located at 6621 Padre Terrace, Hollywood, Calif. The large cities in the Mid-West, including Chicago, will be cared for by E. D. Bergen. New England (with the exception of Boston) and smaller towns in New York State, Pennsylvania, etc., will be covered by Curtis Brownlow; and N. J. Stevenson will cover the South. These four men will jointly represent the Stokes and Dodd, Mead lines. Each house, however, will control individually its key men with assistants to cover New York City, Boston, Philadelphia and the Metropolitan District. It is hoped that this arrangement will insure a larger, more frequent and careful coverage of the entire country.

### New Golden Hind Title

THE SECOND VOLUME of the Golden Hind Series of special editions, published by Harper the first of which was an edition of Elizabeth Barrett Browning's "Sonnets From the Portuguese," is a special Christmas selection, "The Story of the Birth of Jesus," in the words of Luke and Matthew, from the translation by James Moffatt. Like the first volume, this book has been hand-set at the Golden Hind Press by Mr. and Mrs. Arthur Rushmore in Goudy's Truesdell type and it is the first showing of this type in book form. The illustrations are from the wood blocks of Albert Dürer made for "The Life of the Virgin," published at Nuremberg in 1511 and are reproduced direct from the copy of the first edition in the Spencer Collection of the New York Public Library. The book is printed on Rives hand-made paper from France and bound in German decorative paper boards with labels and slip case, and was published on December 1st.

### A. L. A. Children's Book Production Committee

REPRESENTATIVES OF A publishing house and a retail store are included in the personnel of the Book Production Committee of the Children's Section of the American Library Association. Bertha L. Gunterman of Longmans, Green and Veronica Hutchinson, of the Children's Bookshop in Halle Brothers, Cleveland, are among the members of the committee. Letha M. Davidson, of the Ames, Iowa, Public Library, is chairman, and other members include Siri Andrews, instructor of Library Economics, University of Washington Library School, Seattle, Washington; Alice Brown, Queensboro Public Library, Jamaica, N. Y.; Mary E. Dousman, Milwaukee Public Library; Josephine B. Farrington, St. Louis Public Library, and Clara W. Hunt, Brooklyn Public Library.

### Depression Cook Book Gives Recipes for Cereal Grains

AN ATTRACTIVE VOLUME of recipes for cooking cereal grains has been published by the Terre Haute Book Shop, 2305 No. 10th Street, Terre Haute, Indiana. This book is prepared especially for instructing housewives in preparing the grain which will be distributed by the government to the needy this winter. It is suggested that librarians, teachers of Home Economics and Home Management will be especially interested in seeing that the book gets the distribution it deserves. An endowment fund is being raised to make it possible to get out a very inexpensive edition which will meet the needs of the large class of homemakers who are wholly or partly dependent on charity. Orders for the present edition of "The Golden Grains" at \$2.25, or contributions to the endowment fund may be addressed to Georgie Boynton Child, in care of the Terre Haute Book Shop.

### For Carroll Collectors

THE CURRENT issue of *Philobiblon* will undoubtedly be of great interest to collectors, as it contains, among other interesting material, a special Lewis Carroll insert dealing with the centenary, with reproductions from the manuscript of the first and other editions.



## A Record of International Book Business

PUBLISHERS, AUTHORS AND LIBRARIANS are now supplied with current information as to the flow of books from one country and one language to another by an index to translations "Index Translationum," now in its second issue. This index, which can be obtained from the office of the International Institute of Intellectual Cooperation, 2 rue de Montpensier, Paris, arranges the books by country and under each country tells what books have been published in foreign languages and from what languages they were translated.

The organization strongly urges that publishers in all countries should henceforth print on the title-pages and jackets of the books they publish in translation, the languages from which the books are translated and the titles of the book in the original language. The International Institute has asked the cooperation of the *Publishers' Weekly* in gathering this information, and in our *Weekly Record* all translations are being starred to assist in this work, the name of the original language of the book being included whenever the American publisher supplies it.

## Head of Pitman's Tells of Fifty Years

IN 1882 ALFRED PITMAN, now Governing Director of Sir Isaac Pitman & Sons, Ltd. of London and Bath, England, entered the business which his father had established with so much foresight and inventive genius, the business of publishing for the whole world, books, magazines and teachers' manuals on the subject of shorthand. The story of Sir Isaac Pitman has been told by Alfred Baker, and now the further records of this great publishing house are recorded on the fiftieth anniversary of the entering of the son into the business. His story, privately printed, is called "Half a Century of Commercial Education and Publishing."

It was in the nineteenth century that commerce as well as manufacturing was made mechanical, and the invention of shorthand paved the way for the use of the typewriter, and steadily the educational systems of every country came to realize the important part commercial education

should play in the public schools. "Publishers are pioneers," writes Mr. Pitman, "I can think of many instances of the House of Pitman placing books upon the market, not because representatives of local education authorities or of private commercial institutions had asked for them, not because business men were vocal in their criticism of inadequate knowledge of certain subjects at a given time, but because there was general agreement that a manuscript, if published, would be advantageous to both the world of education and the world of business."

While the House of Pitman with its huge building in London and great Pitman Press in Bath was for the first few decades after its founding connected wholly with shorthand books, in the last ten years the firm has gone actively into the work of publishing technical and scientific books, so that by 1931, according to the records of the house, there have been 537 books published in the course of these few years covering every subject from mineralogy and civil engineering to aeronautics and wireless.

## Book Begging

A MIAMI BEACH club of three hundred members, quaintly known as "The Committee of One Hundred," announces that it would like to have publishers send it *free books*. It promises to put these in its Club Library and to notify its members about them. Just how this would help book sales is not clear. A publisher's mail is full of just such naive suggestions.

## Movie Star's Photos Valued at \$500 in Suit

A JUDGMENT OF \$500 was awarded Albert Davis, a collector of theatrical photographs, in a recent suit against Longmans, Green & Co. Mr. Davis contended that thirty early photographs of Harold Lloyd, the movie star, which had been lent the publishers for use in "An American Comedy" by Wesley Stout, had never been returned, and asked \$1000 damages. Longmans, Green contended that the photographs were not worth the price fixed, but Mr. Davis maintained that they were part of a collection. The judgment was awarded by Justice Strahl of the Eighth District Municipal Court, Brooklyn.

### Testing a Book's Readability

TO THE INCREASING literature on the problem of psychology and practice in reading the Cambridge University Press of England has recently added "The Experimental Study of Reading" by M. D. Vernon, which may be purchased through Macmillan in this country. How extensive this literature is is shown by the list of reading references which includes 157 items, all of which have been quoted in the book.

That investigators have no easy task in finding methods of testing speed and accuracy of reading is evidenced by Mr. Vernon's report. When reading speed is tested it has been almost impossible to select passages in which the differences of meaning, familiarity and secondary thought processes do not far outweigh the experimentally introduced typographical differences. Fatigue in adults seems to be less than might be at first thought.

The size of type makes less difference than would be expected, as the adult reader takes the type in from 6-point to 36-point without its affecting the eye movements appreciably. It is true, however, that the mature reader takes in more quickly the type to which he is accustomed. For children fatigue is more probable, and Mr. Vernon concludes that the study of the effect of types should begin with them. Children, it seems to be proved, require larger type than adults, since their span of perception and assimilation is narrower.

The adult likes a page about 75 to 90 centimeters wide. A printed page always appears clearer and more legible with a moderate amount of interlineage, but for normal reading an adequate type size is probably more important. Less is known with certainty about margins so far, but indentations at the edge of the text seem undesirable. It has been found that first-grade children read more rapidly when the left-hand margin is irregular. Apparently it makes it easier for them to pick up the line they are about to read. The use of a narrow inner margin seems undesirable, especially on thick, closely bound books, as the printed part of the page should lie flat. In spite of some suggestions that paper should be off white in color, the general consensus of opinion is in favor of white, and, of course, black ink.

### Vachel Lindsay Records

THE POETRY OF VACHEL LINDSAY which is almost as widely known through the poet's travels as through the printed word was recorded in the poet's own rendering a few months before he died by Professor William Cabell Greet of Columbia University. Now the University has begun to issue these, a new type of publication. Record Number 1 contains "The Congo," Parts 1 and 2; Record Number 2 contains "The Congo," Part 3, and "Kansas"; Record Number 3, "John L. Sullivan." The records are made on the new type of flexible, very durable, disc. The three records are published by Columbia University Press at \$2. Others will be issued if the demand is sufficient.

### City Gives Permission for Burnett Memorial

PERMISSION HAS now been granted for the placing of the beautiful bronze fountain group at Seventy-Fifth Street and Riverside Drive Park, as a memorial to Frances Hodgson Burnett. After the placing of the fountain, further plans will be made for the story-teller's bench, which was part of the original idea and which carries out the suggestion of "A Secret Garden," which, next to "Little Lord Fauntleroy," was Mrs. Burnett's most famous book.

### Prison Made Books?

EDUCATIONAL PUBLISHERS, through informal organization, have undertaken a campaign for the enforcement of the Hawes-Cooper Act, which confines the sale of material produced in penal and charitable institutions of the state to such institutions themselves. This is done in the belief that if such legislation is passed there would be removed the remote possibility of having textbooks made in prisons, as has been from time to time suggested in the past.

### Warning

A YOUNG MAN giving his name as George Taylor is reported by several publishers in New York as unworthy of credit. He disappeared from 113 West 49th Street, after receiving books ordered.



## Book Clinic Discusses Binding

NEW DEVELOPMENTS in material for trade bookbinding were discussed at a Book Clinic meeting recently in New York. In the last few years, it was pointed out, producers of binding cloth had been stimulated to new activities both in fabric finish and design, and the result is a considerable addition to the variety and beauty of trade books.

The complaint that too much of the producer's money has been put into the jacket does not seem to be borne out by a study of the average trade output. Balloon cloth, which first came from Germany a few years ago and which has led to the production here of a wide variety of natural finish cloths for American binderies has been a great stimulus to new effects.

Binders present at the Clinic pointed out that there were some difficulties in handling these cloths, as edition binding machines require that the cloth shall lie flat as it goes through, and unfinished cloths are very flexible. In some cases it is necessary to back the cloth up in order to make it workable on the machine, but the manufacturers are steadily working to meet this difficulty, and, except for a slight time element, the natural finish cloth is being used as readily in the machine as any other.

Many books were shown from among the current output to illustrate the successful use of natural cloths. To some had been added blind stamping in all-over designs with printing in gilt on top of that. This gives a two-tone effect that seemed decidedly pleasing.

The binders were asked as to their experience in handling cloths that were not intended for binding, such as cotton fabrics and upholstery material, and they pointed out that there were decided increases in cost usually involved in the handling of such material and very often the cloth had to be cut to size and backed up with paper before it could be put on the volume.

The question was asked as to whether a new type of material treated with pyroxyline could be readily handled with machines, and the binders' opinion was that these were as useable as any binding cloth and entirely satisfactory. One designer pointed out that the manufacturers of these impregnated cloths had been making every

effort to meet the actual needs of trade book publishing and that their new natural finish cloths were the result of such effort.

The question was also asked as to whether the natural finished cloth provided as much durability as the finished cloth, and the general impression was that, although it had not been tested the natural finished cloth might be expected to give long life, as there was nothing about its manufacture that could possibly injure the actual fibre.

## How India Paper Was Discovered

INDIA PAPER AS manufactured by the Wolvercote Mill for the Oxford University Press has always been one of the marvels of book manufacture. This condensed story written by John Collins Francis of its discovery was recently quoted from *Notes and Queries* of March, 1911, for an exhibit at the E. & J. Bumpus bookstore in London last summer.

"The history of the discovery of India paper is remarkable. In 1841 an Oxford graduate brought home from China a small fold of extremely thin paper, which was more opaque and tough for its substance than any paper then manufactured in Europe. This specimen he presented to the Oxford University Press. Thomas Combe, the printer, found it to be just sufficient for twenty-four copies of the smallest Bible then in existence—diamond 24mo. He printed that number, and they bore the date 1842. Not one was sold, although 20£ was offered for a copy; but they were presented to the Queen and others. Combe failed to trace the paper to its source. Among many persons applied to was Mr. Gladstone, who took much interest in the Oxford Press, and on one occasion delivered an address to the employees there. His reply is still preserved, recommending a search in Japan. From Japan papers were obtained, but though equally thin and tough, they were too transparent, and could not be printed on both sides. Afterwards a paper was produced at the mills of the Press, but it was far too yellow.

"Years passed; outsiders had forgotten it, but Mr. Frowde had not, and to his delight, early in 1874 Arthur E. Miles (who was then a partner in Hamilton, Adams & Co., and whose death was recorded in *The Publishers' Circular* of the



6th of November, 1909), knowing how keenly Mr. Frowde appreciated the usefulness of the paper, brought him a copy of the Bible produced in 1842, which had by accident fallen into his hands. Experiments were at once set on foot at the University Mills at Wolvercote. The first attempts were failures, but success was at last secured, and on the 24th of August, 1875, a facsimile of the Bible as published in 1842 was produced, bearing the imprint of the Oxford Press and also of Miles's firm, Hamilton, Adams & Co. This was the first Oxford Bible published by Mr. Frowde, and the demand was so great that a quarter of a million copies were speedily sold. By good fortune, I possess an early impression."

### Scott's Novels Cover Wide Historical Range

THE NOVELS OF SCOTT in their historical sequence range in setting from the year 1090 at the time of the first Crusade and the time of Count Robert of Paris down to 1800 the period covered in "St. Ronan's Well" the setting of which is a Scottish watering place. The full historical list is printed in the Pratt Institute Free Library Quarterly for autumn, an interesting and suggestive list for many who are reading Scott in this year of the anniversary. Starting with the eleventh century, Scott wrote novels covering every period of European history excepting only the thirteenth century. Six of the 26 books were laid in the seventeenth century; and eight were in the eighteenth century.

### Nobel Prize Lectures

THE ELDRIDGE REEVES JOHNSON Foundation lectures describing a series of experiments in electrical studies of the neurone which are incorporated in a book called "The Mechanism of Nervous Action" have won for the author, E. D. Adrian, the Nobel Prize in Medicine this year. The book was published December 2nd by the University of Pennsylvania Press.

### "Map of Good Stories"

PAUL PAINE'S "Map of Good Stories" with index is available at fifty cents. Copies may be bought by writing to F. F. Gates, 602 Euclid Ave., Syracuse, N. Y.

### Lytton Report Available

THE FAMOUS Lytton Report on Manchuria is available from the World Peace Foundation, 40 Mount Vernon Street, Boston, at \$2.50. This is in folio form and includes fourteen maps in color. Booksellers will note that some of these maps are useable in connection with window displays of books on the Far East. Annexes to the Report are also available at \$2 each. The Foundation also has for sale and distribution the plans of the Economic and other Conferences that will be held in Europe in the next few months.

### Lakeside Press Exhibits Etchings and Lithographs

DURING DECEMBER, 1932, and January and February, 1933, The Lakeside Press Galleries, Chicago, is holding an exhibition of etchings and lithographs of the 20th century, supplementing the exhibition of prints from the collection of Lessing J. Rosenwald held early in 1932. These prints have been brought together from several important collections. The Lakeside Press has again published a catalog, liberally illustrated with over forty full-page plates, which will be mailed free on request. The exhibition will be open to the public from nine to five every week day except holidays.

### New Australian Publisher

THE AUSTRALIAN BOOK PUBLISHING CO., 252 George Street, Sydney, has been organized to publish the works of Australian authors. The first books will be published early in 1933, and contracts have already been signed with a number of Australian authors whose works have previously been largely published abroad. The authors include Henry Handel Richardson, A. G. Stephens, Jack McLaren, Mary Fullarton, Vance Palmer, and Norman Lindsay. The company also plans to publish two shilling editions of Australian plays, one shilling editions of works of Australian poets, cheap library editions dealing with the lives of Australian explorers, educational books, reprints of Australian classics, many of which are now out of circulation, and a monthly magazine which will be devoted to fiction.

## Government Is Against Price Cutting

THE UNITED STATES GOVERNMENT has taken a stand for maintained prices. This will be surprising to those who have found that courts and commissions have for so long made it difficult for any other organization to champion maintained prices. The announcement comes in the *Bulletin of the Department of Commerce*, which announces that the publications of the government departments can now be sold through regular book dealers and that the dealer will obtain 25% discount on 100 or more copies but "must adhere to the public sales price fixed by the Superintendent of Documents." The Bulletin still further says that "orders cannot be accepted where the publications are to be used for or in connection with the advertising or products for sale." Formerly these publications were only sold through government agencies.

It would be interesting to the booktrade to know what would happen if a book dealer should cut the prices, not that he would be tempted to by the 25% margin but simply to try out the government's methods of price maintenance. Presumably the government would then cut him off as a dealer, and he would have to buy through other channels. The announcement is perhaps of only academic interest, but it gives further evidence that anyone who becomes a publisher immediately finds it desirable to have a uniform price at the point of outlet, and considers such a uniform price a matter of public benefit. The government and the booktrade see this principle eye to eye, and apparently the government also believes that it can enforce its requirements.

## Rare Books

ONE OF THE NEW English authors now being much sought by collectors is L. A. G. Strong. His "A Defense of Ignorance" has just been printed as the first publication of the House of Books at 555 Madison Avenue, New York, in an attractive little volume with a limit of 200 signed copies, and the volume is the first one printed by the new printing house founded by the sons of William Edwin Rudge.

## Glasgow Exhibits Books

COOPERATION for increasing the use of book leads in Great Britain to a city program such as Glasgow celebrated last month. The largest hall of the Mitchell Library was given over to exhibition purposes and over 3000 current volumes lent by the publishers were displayed. The books were not for sale, but buyers were referred to the 13 local bookshops which cooperated. The hall was open from 10 a.m. to 9 p.m., and the local papers gave strong support.

## Communications

### LET US HAVE MARGINS

Cleveland Public Library,

325 Superior Ave., N. E., Cleveland, O.

Editor, *Publishers' Weekly*:

May I as an individual librarian, protest against the growing practice of printing pictures in books and magazines flush with the edge of the page? A recent case in point is found in the interesting illustrations of Beverly Clarke's "Marvels of Modern Chemistry," *Harper*, 1932. Apart from any question of appearance or greater effectiveness—and any advantage in these respects seems at least debatable—there are the same practical reasons for providing a picture with margins as there are for providing them for a page of print.

If a book receives serious use, the margins ordinarily allowed take up the soil and wear resulting from the thumbing of pages and so protect the text or illustration. They protect against other damage. A torn margin is easily mended, and though the looks of the page as a whole may suffer, the legibility or pictorial usefulness of the contents of the page is not impaired. Flush printing destroys this protection.

In the rebinding of a book—and libraries have to rebind a great many books—pages practically always have to be trimmed, and if a picture is printed flush with the edge of the page, it suffers to a corresponding extent.

Bottom margins to illustrations are desirable as space where titles or explanations are appropriately printed. In the book by Clarke, this necessity is ingeniously got round by printing titles in the bottom margin of the opposite page of text where



they have no logical business and where they interrupt the progress of the eye to the page following.

I have purposely avoided any question of aesthetics, but may it be pointed out that a full page illustration without margins gives the impression of being too big for the book, and hence of bad book design.

For certain advertising purposes, marginless printing has imaginable uses as an attention catching device, and as such it is not objected to here since advertising is rarely preserved. It is not criticized for a book which is frankly a piece of experimental printing. It does seem questionably in keeping for other books which make pretense to at least relative permanence, and from the standpoint of the library and of library users is definitely objectionable for the practical reasons named.

Very truly yours,

GILBERT O. WARD,  
*Technical Librarian.*

#### BEWARE OF T. BENNETT

New Mexico Book Store,  
Albuquerque, N. M., Dec. 3, 1932.

Editor, *Publishers' Weekly*;

We have recently been victimized by an Englishman giving the address of T. Bennett, 74 City Road, Birmingham, England. He answered one of our ads in *Publishers' Weekly* for books on New Mexico and the Southwest, quoting us several items for which we sent him an English money order for four pounds. After waiting sixty days from the receipt of his letter saying the books had been shipped, we wrote him protesting their non-delivery. This letter has been returned to us marked "No longer at this address."

We trust you will make mention of this man in your columns so that other American booksellers may be warned.

Very truly yours,

JAMES P. THRELKELD.

(The editors of the English *Publisher and Bookseller* state in a recent issue of that periodical that several of their correspondents have also reported having been victimized by Mr. Bennett, who is unknown to them.—Ed.)

#### Business Notes

BROOKLYN, N. Y.—The Inglenook Press and Bookstore was opened on November 21 at 581 Snediker Ave. by Irvin Haas.

BROOKLYN, N. Y.—David Goodman opened the Corte Book Shop at 2106 Cortelyou Road on December 10. The shop has general books for sale and a circulating library.

BROOKLYN, N. Y.—On December 8th The Pyramid Book Shop, which has a circulating library and a few books for sale, was opened at 850 Utica Ave. The proprietors of the shop are S. Rosenbloom and I. Walters.

CORVALLIS, ORE.—A new bookshop has been opened in this city at 116 Third St. It is called The Corvallis Book Store and is owned by Linden McCullough. The shop will handle college supplies and general books.

GILMANTON, N. H.—Curtis Hidden Page, bookseller and publisher, is now handling all his own books, issued by several other publishers, as well as a few other new books. He also specializes in old and rare books, first editions, autographs, bookplates and association copies, and will soon issue the first of a series of catalogs. A copy of the first issue will be sent free on request, and extra copies at 50 cents each, so long as the limited edition lasts.

NORFOLK, VA.—Virginia Parker opened on December 1st The Book Nook Lending Library at 97 W. Ocean View Ave.

RIDGEWOOD, N. J.—The Irving Library owned by Mrs. J. H. Levick was opened at 141 S. Irving St. in November.

ROCKY MOUNT, VA.—The Book Room, a rental library, has recently been opened by Myrtle Harrison.

#### Notice to Control Card Users

THE PUBLICATION DATE of "Infants and Children: Their Feeding and Growth," by Frederic H. Bartlett (Farrar & Rinehart), has been changed from November 3, 1932, to January 3, 1933.

#### Changes in Price

FREDERICK A. STOKES COMPANY  
Van Every, "Sins of New York" increased to \$5.00.  
Mallison, "Wooster Poosters" increased to \$2.50.



# The Weekly Record

*Describes and Indexes the New Books of All Publishers in a Convenient Reference and Buying List for Bookstores and Libraries*

## Adelphus Joseph, Brother

General college chemistry. 437p. (bibls.) il., diagrs. O '32 N. Y., Allerton Press, 29 W. 15th St. \$3

## Agar, Frederick Alfred

The minister and his opportunity. 96p. D [c.'32] N. Y., Revell \$1  
A consideration of the practical aspects of a minister's varied work in the average church.

## Ahléén, Reinhold, tr.

Swedish poets of the seventeenth century; some gleanings from the Swedish Parnassus; tr. from the Swedish and biographical notes. 147p. front. (por.) O c. San Francisco, Parker Pr. Co. \$2

**Anthology of Mexican poets, 1580-1932.** 366p. S '32 Portland, Me., Mosher Press bds., \$5

## Aristotle

The politics; with an English translation by H. Rackham. 706p. S (Loeb classical lib., no. 264) '32 N. Y., Putnam \$2.50; lea., \$3.50

## Baker, Lorin L.

That imperiled freedom [politics]. 448p. O '32 Los Angeles, Graphic Press Pub. Co. \$3.50

## Barbeau, Ernest Allan

The mortgage bond racket; an expose of a ten billion dollar betrayal of public confidence. 92p. D c. Phil., Roland Swain \$1.25  
Formerly published in July, 1932, by the Real Estate Bond Research Bureau.

## Bentley, Arthur Fisher

Linguistic analysis of mathematics. 327p. (bibl. footnotes) O c. Bloomington, Ind., Principia Press \$3

## Bernheim, Alfred L.

The business of the theatre. 219p. F '32 N. Y., Actors' Equity Ass'n, 45 W. 47th St. bds., \$2.50

## Bixler, Raymond Walter

Anglo-German imperialism in South Africa

1880-1900. 191p. (2p. bibl.) O (Univ. research monographs no. 13) c. Balt., Warwick & York \$2.75

A history of the imperialistic rivalry between England and Germany in Africa in the late years of the 19th century.

## Bloomfield, Sir Reginald

Memoirs of an architect. 327p. il. O '32 N. Y., Macmillan \$3.75

## Blossfeldt, Karl

Art forms in nature; second ser. 126p. il. Q '32 N. Y., E. Weyhe \$10.50

## Bond, Richmond Pugh

English burlesque poetry, 1700-1750. 497p. O (Harvard studies in Eng., 6) '32 Cambridge, Mass., Harvard \$3.50

## Bradley, Floyd N.

Ten years behind the sacred desk; 2nd ed. 208p. front. (pors.) D [c.'32] [Cin., God's Bible School & Revivalist] \$1

## Bridges, James Winfred

Personality, many in one; an essay in individual psychology. 221p. (4p. bibl.) diagrs. D [c.'32] Bost., Stratford \$2  
An explanation of the various types and aspects of personality by a professor of abnormal psychology in McGill University.

## Brinkler, George Henry

Foresight, foundation of fortunes; a practical, profitable study from causes to future effects in human affairs. 500p. il. D [c.'32] N. Y., Author, 136 W. 72nd St. \$3

## Brophy, John

English prose [juvenile]. 96p. S (How and why ser.) '32 N. Y., Macmillan \$1

## Brumbaugh, Jesse Franklin

Legal and public speaking. 1049p. O '32 Ind., Bobbs-Merrill \$5

## Brush, Frederic

The long hills. 170p. O c. Phil., Roland Swain Co. \$2  
A narrative poem laid in the Alleghenies just after the Civil War.

THIS LIST aims to be a complete and accurate record of American book publication. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place, not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

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Sizes are indicated as follows: F (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.); T (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

\* indicates a translation from a foreign language, a key used at the request of the International Institute of Intellectual Cooperation of the League of Nations.

**Buck, Florence**

The story of Jesus; rev. ed. 351p. (bibls.)  
il., maps D (Beacon course of graded lessons)  
[c. '32] Bost., Beacon Press \$1.35

**Buckland, C. S. B.**

Metternich and the British government from  
1809 to 1813. 556p. O '32 N. Y., Macmillan  
\$6.25

**Cameron, William A.**

Jesus and the rising generation. 228p. D  
[c. '32] N. Y., Revell \$2  
Essays on youth and religion by the minister of  
Yorkminster Church in Toronto.

**Canavarro, Marie De S.**

The broken vase [fiction]. 231p. D [c. '31]  
Bost., Christopher Pub. House \$2

**Carpenter, S. C.**

Supernatural religion in its relation to  
democracy. 320p. O '32 N. Y., Macmillan  
\$3.50

**Carroll, Mrs. Ellen M., comp.**

The choir practice; anthology. 48p. O c.  
N. Y., Paebur Co. \$1.50

A collector of poems selected from the column,  
Choir Practice, published monthly during the year  
in the Charleston, South Carolina, Post.

**Carroll, Lewis, pseud. [Charles Lutwidge  
Dodgson]**

Alice's adventures in Wonderland; cen-  
tenary ed. 215p. il. S '32 N. Y., Macmillan  
\$2

**Chaliapin, Feodor Ivanovitch** ★

Man and mask; forty years in the life of a  
singer; tr. from the French by Phyllis Mégroz.  
384p. il. O c. N. Y., Knopf \$3.50

The autobiography of the famous Russian singer  
in which he tells of his life in both the old and  
new Russia, his famous operatic rôles, and his rela-  
tions with Rachmaninoff, Tolstoi and Gorki.

**Chaucer, Geoffrey**

The tales of Chaucer; the Canterbury tales,  
done into prose by Eleanor Farjeon; il. by  
W. Russell Flint. 257p. il. O '32 Bost., Hale,  
Cushman & Flint \$3

**Christy, Arthur**

The Orient in American transcendentalism;

a study of Emerson, Thoreau, and Alcott.  
401p. (bibl. notes) O (Columbia Univ. studies  
in Eng. and comp. lit.) c. N. Y., Columbia  
Univ. Press \$4

A study of the beginnings of American interest  
in Oriental thought.

**Clarke, G. P. S.**

The Oxford Movement and after. 326p. D  
'32 Milwaukee, Morehouse \$2.95

**Coblentz, Stanton Arthur**

The enduring flame; a sonnet sequence. 48p.  
D c. N. Y., Paebur Co. \$1.75

**Cole, Rex Vicat**

The art and life of Byam Shaw. 238p.  
(bibls.) il. O [n. d.] Phil., Lippincott \$4.50  
A biography, by a life-long friend, of the late  
Byam Shaw, English artist.

**Coles, Jessie V.**

Standardization of consumers' goods; an  
aid to consumer-buying. 333p. O '32 N. Y.,  
Ronald Press \$3

**Couzens, H. D.**

Brethren of the beach. 294p. front. D [c. '32]  
Bost., L. C. Page \$2  
A tale of romance and adventure in the South  
Seas.

**Crane, George W.**

Psychology applied. 586p. (bibls.) il.,  
diags. D c. Chic., Northwestern Univ. Press,  
357 E. Chicago Ave. \$4

A textbook giving a comprehensive survey of the  
applications of psychology in the field of human  
relations.

**Crawford, David Livingston**

Can nations be neighbors? internationalism  
in four dimensions. 123p. D [c. '32] Bost.,  
Stratford \$1.50

A discussion of the problem of international  
relations particularly in the Pacific area, by the  
president of the University of Hawaii.

**Cumming, David**

Handbook of lithography; 3rd rev. ed. 382p.  
il., diags. D '32 N. Y., Macmillan \$4

**Dalton, Edward F.**

Selling yourself [2nd ed.]. 161p. [c. '30]  
N Y., Ripton Co. \$1

American law reports annotated, v. 80; ed. by George  
H. Parmele and others. 1614p. '32 San Francisco,  
Bancroft-Whitney Co. buck., \$7.50

**Bacher, Robert F., and Goudsmit, Samuel, comps.**

Atomic energy states—as derived from the analyses  
of optical spectra. 562p. (bibls.) O (Internat'l ser.  
in physics) '32 N. Y., McGraw-Hill \$6

**Ballou, Harry, M.D., and others**

Bronchiectasis. 165p. (bibl.) il., diags. O '32 St.  
Louis, C. V. Mosby priv. pr.

**Blakey, Roy G., and others**

Taxation in Minnesota. 639p. maps O (Economics  
and business ser., no. 4) '32 Minneapolis, Univ. of  
Minn. Press \$2; pap., \$1

**Bowden, Haygood S.**

Two hundred years of education, bi-centennial 1733-  
1933. Savannah, Chatham County, Georgia. 396p. O  
c. [Savannah, Ga., Author, 1338 Seiler Ave.] \$3

Britton, William Everett, and Bauer, Ralph Stanley,  
eds.

Cases on business law; 2nd ed. 1250p. Q '32 St.  
Paul, West Pub. Co. lea. cl., \$5

**Brownlee, Raymond Bedell, and others**

Laboratory exercises in chemistry; rev. ed. 318p.  
il. D '32 Bost., Allyn & Bacon \$1

**Calder, Royall M., M.D.**

Bacteriology for nurses. 285p. il. '32 Phil.,  
Saunders \$2, with laboratory manual

**Chinard, Gilbert, ed.**

Un français en Virginie; voyages d'un français  
exilé pour la religion, avec une description de la  
Virginie et Marilan dans l'Amerique; d'après  
l'édition originale de 1687. 158p. il. Q (Institut  
Français de Washington, cahier 5) '32 Balt., Johns  
Hopkins Press bds., \$2.50

**Codd, A. Mortimer**

Electric wiring diagrams for motor vehicles; em-  
bracing all the leading systems of lighting, starting  
and ignition for British, American and European  
motor vehicles; 4th ed. 259p. diags. O '32 N. Y.,  
Spon & Chamberlain \$2.50

**Dible, James Henry**

Recent advances in bacteriology and the study  
of the infections; 2nd ed. 476p. (bibls.) il., diags.  
D '32 Phil., Blakiston's \$3.50

**Dauids, Mrs. Rhys**

A manual of Buddhism (for advanced students). 357p. S '32 N. Y., Macmillan \$2

**de Forest, Louis Effingham**

Louisbourg journals, 1745. 270p. O '32 N. Y., Soc. of Colonial Wars, 122 E. 58th St. \$2

**de Hooch (Pieter).** 16p. il. (col.) O (Great masters in color) [n. d.] Bost., Hale, Cushman & Flint pap., \$1

A brief biographical sketch of the Dutch artist of the 17th century and notes on the sixteen color reproductions of his paintings.

**De Wald, Ernest Theodore**

The illustrations of the Utrecht Psalter. 225p. (bibl.) il. F (Illuminated manuscripts of Middle Ages) [n. d.] Princeton, N. J., Princeton buck., \$14

A new facsimile edition of the famous Utrecht Psalter to supplement the first facsimile of this manuscript issued in London in 1875 and long out of print. In this edition only the pages with illustrations are reproduced.

**Dobbins, Fred E.**

The stranger within. 143p. D [c. '32] Bost., Christopher Pub. House \$1.50

A discussion of the latent powers in man.

**Dodson, Leonidas**

Alexander Spotswood, governor of colonial Virginia 1710-1722 [biography]. 333p. (6p. bibl.) front. (por.) O c. Phil., Univ. of Pa. Press \$3

**Donahue, Rev. George Joseph**

The secular priesthood; a book of letters. 223p. D [c. '32] Bost., Stratford \$2

Letters from a priest, the author, to his young friend David who is studying for the priesthood.

**Durst, Walter Nyland**

Analysis and handbook of investment trusts. 444p. (9p. bibl.) O [c. '32] Chic., Rand, McNally \$6

A discussion of the methods and principles of analyzing investment trusts and investment trust securities and a statistical history of 124 management investment trusts, 34 holding companies and 75 fixed trusts.

**Eisen, Gustavus Augustus**

Portraits of Washington; 3 v.; lim. ed. 1026p. (bibl.) il. O '32 N. Y., Robert Hamilton & Associates, 274 Madison Ave. lea. cl., \$125, bxd.

**Eusebius Pamphili, bp. of Caesarea** ★

The ecclesiastical history, v. 2; with an English translation by J. E. L. Oulton. 497p. S (Loeb classical lib., no. 265) '32 N. Y., Putnam \$2.50; lea., \$3.50

**Fairbank, Mrs. Janet Ayer**

The bright land. 525p. (bibl.) D c. Bost., Houghton \$2.50

This story of Abby-Delight who left her New Hampshire home and went westward to the Mississippi by stagecoach and primitive railway carriage is a panorama of the American scene in the changing years from 1840 until after the Civil War.

**Farrington, Harry Webb**

The land of only if; complete ed. of poems for children; ed. by Dora Davis Farrington [lim. numbered ed.]. 371p. O c. N. Y., Farrington Memorial Ass'n, 24 Broad St. \$3, set

Many unpublished poems of the late Harry Webb Farrington appear in these two companion volumes of his poetry which are sold as a set.

Valleys and visions; complete ed. of poems for adults; ed. by Dora Davis Farrington [lim. numbered ed.]. 413p. front. (por.) O c. N. Y., Farrington Memorial Ass'n, 24 Broad St. \$3, set

**Faure, Gabriel** ★

Sicily; tr. [from the French] by John Gilmer. 185p. il., map D (Picture guides) ['32] Bost., Hale, Cushman & Flint \$2.50

A guide to the history, topography, art and life of Sicily, with many photographic illustrations.

**Feddersen, M. H.**

Deck sports; a manual for voyagers. 144p. il., diagrs. D [n. d.] Bost., Hale, Cushman & Flint \$1

A complete guide to sports, games, gymnastics, and entertainments on board ship.

**Ferm, Vergilius Ture Anselm, ed.**

Contemporary American theology; v. 1. 318p. (bibl.) O c. N. Y., Round Table Press \$3

Twelve theological autobiographies.

**Fifty-two sermonettes for the church year; 1st ser.,** by fifty-two clergymen of the Episcopal Church. 170p. D [c. '32] Milwaukee, Morehouse \$1.85

**Fisher, Vardis**

In tragic life. 464p. D c. Caldwell, Id., Caxton Printers \$2.50

The story of an abnormally sensitive child, growing to manhood in the pioneer country of eastern Idaho. The first volume in a tetralogy of American life.

**Fra Angelico.** 16p. il. (col.) O (Great masters in color) [n. d.] Bost., Hale, Cushman & Flint pap., \$1

Reproductions in color of sixteen of the paintings of the Italian artist, Fra Angelico, together with a biographical sketch and notes on the pictures.

**Fraprie, Frank Roy**

The castles and keeps of Scotland. 425p. il. (pt. col.), diagrs. D [c. '07] Bost., L. C. Page \$4, bxd.

This book has been out of print.

**Gardner, Lucille, and Gardner, Thurman**

Touring storyland [storytelling]. 144p. S '32 Dallas, Banks, Upshaw & Co. \$1.25

**Douglas, William Orville, and others**

Cases and materials on business units, losses, liabilities, and assets. 1026p. Q '32 Chic., Callaghan & Co. \$7.50

**Frankfurter, Felix, and Davison, James F.**

Cases on administrative law. 1193p. O (Univ. caseb'k ser.) '32 Chic., Commerce Clearing House \$7

**Fraser, Everett**

Cases and readings on property. 523p. O (Univ.

caseb'k ser.) '32 Chic., Commerce Clearing House \$4.50

**Fruhwald, Victor, M.D.**

Plastic surgery of the nose, ear and face. 86p. il. O '32 Chic., Chic., Medical B'k Co. \$4

**Gadd, Wesley**

Essentials of business law. 409p. O '32 Lancaster, Pa., Author, c/o Franklin & Marshall College \$4



**Gilbert, Norman E.**

Electricity and magnetism. 564p. diags. O '32 N. Y., Macmillan \$4.50

**Gittings, D. Sterett**

Maryland and the thoroughbred [horse breeding and racing]; lim. ed.; introd. by Governor Albert C. Ritchie. 148p. il., map O '32 Balt., Hoffman Bros. Co., 500 N. Calvert St. bds., \$3.50

**Goschen, George Joachim, viscount**

The theory of the foreign exchange; 4th ed. 174p. O '32 N. Y., Pitman \$1.75  
Originally published in 1861.

**Gulliver, Lucile, comp.**

Louisa May Alcott; a bibliography; an appreciation by Cornelia Meigs. 71p. O c. Bost., Little, Brown bds., \$1.25

A bibliographical check-list which also includes short notes about Louisa May Alcott's experiences in writing and brief excerpts from her diaries.

**Guy, J. Freeman, and others**

The Johnson speller; 2v. 96p.; 160p. il. (pt. col.) '32 Richmond, Va., Johnson Pub. Co. 40 c., ea.; 1 v. ed., 56 c.

**Hall, H. R.**

Ancient history of the Near East; 8th rev. ed. 656p. il. O '32 N. Y., Macmillan \$5.50

**Hampden, Mrs. Hobart**

The secret valley. 271p. il. D [c. '32] Bost., L. C. Page \$1.75

The adventures of Joan and Ralph, English children who lived in India, during their search for the secret valley where the elephants go to die.

**Harbach, Otto, and others**

The desert song; a musical play in two acts. 72p. il., diags. O c. '26-'32 N. Y., S. French pap., 75 c.

**Hartmann, Sadakichi**

A history of American art; 2 v.; new rev. ed. 328p.; 363p. il. D [c. '01, '32] Bost., L. C. Page \$6, bxd.

**Heller, Robert (William Henry Palmer)**

Melody magic; with a biographical sketch of the composer by Henry Ridgely Evans; lim., numbered ed. 84p. il. (pt. col.) F '32 Wash., D. C., Harry L. Clapham, P. O. Box 1128 \$3.50

**Hembree, James Willis**

Smoky Mountain songs; National Park ed. [verse]. 108p. il. O [c. '31] Bost., Christopher Pub. House \$1.50

Formerly published by the author.

**Hemingway, Wilfrid Hubert**

Basic business barometers, their meaning and use. 209p. O '32 San Francisco, Hemingway Inst., Mills Bldg. \$5

**Herlihy, Elisabeth M., and others**

Fifty years of Boston; a memorial volume issued in commemoration of the Tercentenary

of 1930. 800p. il. Q '32 Bost., Goodspeed's B'k Shop buck., \$5

**Hicks, J. R.**

The theory of wages. 261p. O '32 N. Y., Macmillan \$2.25

**Hobby, Laura Aline**

Washington—the lover. 37p. il. D '32 Dallas, Southwest Press 75 c.

**Hoermann, Alto Sebastian**

The daughter of Tehuan, or, Texas of the past century; tr. from the German by Alois Braun [fiction, reprint of 1866 ed.]. 300p. il. D '32 San Antonio, Tex., Standard Pr. Co. \$2

**Holman, Nat**

Winning basketball. 229p. il., diags. D (Scribner athletic lib.) c. N. Y., Scribner \$2

A handbook on basketball for players and coaches, written by an outstanding player who is the basketball coach at the College of the City of New York.

**Housing objectives and programs.**

370p. (bibl. footnotes) il. O (Final reports of committees, 11) [c. '32] Wash., D. C., President's Conference on Home Building & Home Ownership \$1.15

**Hume, Robert Ernest, ed.**

Treasure-house of the living religions; selections from their sacred scriptures. 511p. (39p. bibl.) O c. N. Y., Scribner \$3

Selections from the scriptures of each of the eleven living religions of the world on the important phases of religious thought and life are assembled under fifty classifications.

**Huonder, Rev. Anthony**

At the feet of the Divine Master; short meditations for busy parish priests; 4th (final) ser., The break of dawn. 280p. D '32 St. Louis, B. Herder \$2.25

**Hutton, Isabel Emslie, M.D.**

The sex technique in marriage; foreword by Ira S. Wile, M.D. 160p. diags. D [c. '32] N. Y., Emerson B'ks, Inc., 126 Maiden Lane \$2

Practical and detailed information about the sex relationship in marriage.

**Jerrold, Louise**

Love isn't important; the experiences of Gay Elwell. 318p. D [c. '32] Bost., L. C. Page \$2

For a time Gay Elwell, check girl in a Detroit night club, thought that money and society were all she wanted and that love wasn't important.

**Jersild, Arthur T., and others**

Training and growth in the development of children; a study of the relative influence of learning and maturation. 82p. (5p. bibl.) O (Child development monographs, no. 10) c. N. Y., Teachers Coll., Columbia Univ. \$1.50

**Glud, Wilhelm**

International handbook of the by-product coke industry; Amer. ed. by D. L. Jacobson. 879p. il. O '32 N. Y., Chemical Catalog Co. \$15

**Hanna, John**

Cases on creditors' rights. 1094p. O (Univ. caseb'k ser.) '32 Chic., Commerce Clearing House \$7

**Infections of central nervous system.**

581p. O '32 Balt., Williams & Wilkins \$7.50

**Kirkwood, Marion R.**

Property, conveyances. 781p. O (Univ. caseb'k ser.) '32 Chic., Commerce Clearing House \$6

**Jull, Morley A.**

Poultry breeding. 376p. (bibl.) O (Wiley poultry science ser.) '32 N. Y., Wiley \$3.75

**Kerrick, Harrison S.**

The flag of the United States [history]; 3rd ed. 144p. il. (col.) O '32, c. '25 Bost., Bruce Humphries \$2

**Kinsolving, Arthur B.**

Texas George; the life of George Herbert Kinsolving, Bishop of Texas, 1892-1928. 153p. il. O c. Milwaukee, Morehouse \$2

**Klein, Melanie** ★

The psycho-analysis of children; tr. [from the German] by Alix Strachey. 393p. (5p. bibl.) O ['32] N. Y., Norton \$5

**Kohn, Jacob**

Modern problems of Jewish parents; a study in parental attitudes. 139p. D '32 N. Y., Women's League of United Synagogue of America, 3080 B'way \$1.25

**Konody, Paul George, and Dark, Sidney**

Sir William Orpen, artist and man. 287p. il. (col. front.) O [n. d.] Phil., Lippincott \$6  
A study of the life and paintings of the famous English artist, Sir William Orpen, who died in 1931.

**Krapp, George Philip, ed.**

The Paris Psalter and the Meters of Boethius. 294p. (bibls.) O (Anglo-Saxon poetic records, 5) c. N. Y., Columbia Univ. Press \$4

**League of Nations**

Appeal by the Chinese government; report of the Commission of Enquiry. 148p. maps (pt. col.) F (Ser. of League of Nations pub'ns, 7, political, 1932) '32 [Bost., World Peace Found.] pap., \$2.50

The report of the findings of the Commission of Inquiry which was appointed by the League of Nations to study the dispute between Japan and China over Manchuria. The Commission studied the situation in the countries themselves.

**Le Blanc, Dudley Joseph**

The true story of the Acadians. 96p. il., maps O [c. '32] [Lafayette, La., Tribune Pub. Co.] \$1.25

**Leitch, Mrs. Mary Linton Lewis, ed.**

Lyric Virginia to-day. 271p. front. O c. N. Y., Dial Press \$2.50  
An anthology of poems by contemporary poets of the Old Dominion.

**Laurance, Lionel, and Wood, H. Oscar**

General and practical optics; 4th ed., rev. 327p. diags. O '32 Chic., Chic. Medical B'k Co. \$5

**Manly, Gardener Burnell**

The Ford; V-eight, 'B' four, 'BB' truck; construction, adjustment, upkeep, care and repair of the new model Ford cars. 300p. il. S Chic., F. J. Drake flex. lea. cl., \$2

**Marek, L. F., and Hahn, Dorothy A.**

The catalytic oxidation of organic compounds of the vapor phase. 486p. il. O (Amer. Chemical Soc. monograph no. 61) '32 N. Y., Chemical Catalog Co. \$9

**Leon, Leon I.**

Eugenie Victoria? a drama in four acts. 132p. D [c. '32] Bost., Christopher Pub. House \$1.50

**Levin, Elizabeth**

The reign of the nightriders. 187p. D [c. '32] Bost., Christopher Pub. House \$2

A story, laid in Kentucky, about the nightriders, a racketeering organization that existed in the tobacco business in the early part of this century.

**Living church annual (The);** the year book of the Episcopal Church, 1933. 642p. il., map D [c. '32] Milwaukee, Morehouse \$1.85

**Lutz, Ralph Haswell, comp.** ★

Fall of the German Empire, 1914-1918; 2 v.; tr. [from the German] by David G. Rempel and Gertrude Rendtorff. 1476p. O (Documents of German Revolution) '32 Stanford Univ., Cal., Stanford Univ. Press \$12

**Mackay, Charles**

Extraordinary popular delusions and the madness of crowds; foreword by Bernard M. Baruch. 748p. il. O c. Bost., L. C. Page \$6

A verbatim reprint, with the original illustrations, of the edition of 1852. A pamphlet, selling for \$1, contains material included in the original edition of 1841 which was deleted from the 1852 and later editions.

**Mackay, Rev. Henry Falconer Barclay**

Studies in the ministry of Our Lord; 1st ser. 270p. O [c. '32] Milwaukee, Morehouse \$2

A study of the life and teaching of Jesus through the Transfiguration as described in the Gospels.

**McKenzie, Ethel**

Secret snow [verse]. 178p. front. (por.) D c. Phil., Roland Swain Co. \$2

**Mann, Horace K., D.D.**

The lives of the Popes in the Middle Ages; v. 16, Innocent V to Honorius IV, 1276-1287; v. 18, Boniface VIII to Bl. Benedict XI, 1294-1304. 466p.; 499p. O '32 St. Louis, B. Herder \$5, ea.

**Maxwell, Lucia R.**

The red juggernaut [research]. 218p. S '32 Wash., D. C., Library Press, 514 10th St. \$1.25

**Morgan, Angela**

Awful rainbow. 357p. D c. Phil. [Angela Morgan Studio, 133 S. 12th St.] \$2; signed ed., \$2.50

A story of the thwarted love of a woman for a man she could not marry.

**Marshall, F. H. A., and Halnan, E. T.**

Physiology of farm animals. 380p. il., diags. O '32 [N. Y., Macmillan] \$3.25

**Mills, Borden Hicks**

Mills' United States commissioners' manual; 3rd ed. 346p. O '32 Cin., W. H. Anderson Co. lea. cl., \$4.50

**Mogensen, Allan H.**

Common sense applied to motion and time study. 228p. il. O '32 N. Y., McGraw-Hill \$2.50

**Moore, Robert Lee**

Foundations of point set theory. 493p. (18p. bibl.) diags. O (Colloquium pub'ns, v. 13) '32 N. Y., Amer. Mathematical Soc., 501 W. 116th St. \$5; \$4.50, to members

**Myers, Alexander John William**

Teaching religion creatively. 239p. (bibls., bibl. footnotes) D [c.'32] N. Y., Revell \$1.75

For the general leader and teacher in the local church and community.

**National encyclopedia, The; 11 v. il. (pt. col.), maps Q '32 N. Y., P. F. Collier & Son**

lea. cl., subscr.

**Nichol, Francis David**

Answers to objections; an examination of the major objections raised against the teachings of Seventh-day Adventists. 254p. D [c.'32] Takoma Park, D. C., Review & Herald Pub. Co. \$1.50

**Niebuhr, Reinhold**

Moral man and immoral society; a study in ethics and politics. 309p. (bibl. footnotes) D c. N. Y., Scribner \$2

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## Old and Rare Books

Frederick M. Hopkins

THE OPENING SALE at Sotheby's, in London, on October 31 and November 1, according to the *London Times*, proved unexciting and on the whole "disappointing." The greater number of lots offered were uninteresting and "the twentieth century books which opened the second day's auction went for very little sums in comparison with what would have been paid for the same books two or three years ago." For example, Conrad's "Arrow of Gold," 1919, "Notes on Life and Letters," 1921, and "The Rover," 1923, all first published editions, sold together for 5 shillings, and 8 shillings was the highest bid for Kipling's "The Day's Work," 1898, Hewlett's "New Canterbury Tales," 1901, and Hardy's "The Well-Beloved," 1897, first editions sold in one lot. "It is true," says *The Times*, "that none of these books was ever among the highest priced of the author's works; and the prices paid

for some of the Humbert Wolfe, Somerset Maugham, A. A. Milne, and even Galsworthy and Shaw items in this sale and in that held by Hodgson on October 26-28, indicate that reason is gradually replacing enthusiasm as the criterion in collecting 'modern first editions'."

AMONG OTHER properties sold at Sotheby's, in London, in November, was a collection of her father's books, belonging to Mrs. St. Leger Harrison, who died in October last year. Mrs. Harrison was the second daughter of Charles Kingsley, and, as "Lucas Malet," the author of "Mrs. Lorimer," "Colonel Enderby's Wife," and other novels. Prices on the whole were good, their much-used condition being more than compensated by their autograph inscriptions and association interest. The following books of Charles Kingsley were first editions with inscrip-

tions: "Hypatia," 2 vols., 1853, £18 10s.; "Westward Ho," 3 vols., 1855 £75; "Two Years Ago," 3 vols., 1857, £15; "The Water-Babies," 1863, with the Envoi leaf inscribed to Mrs. Kingsley, £118 and "Prose Idylls," 1873, £11.

THE INCREASING number of fakes and forgeries in books and autograph letters is attracting attention to these counterfeits. Charles F. Heartman has a very interesting article on this subject in the November number of *The American Book Collector*. "The New York Public Library is starting an interesting collection of fakes, forgeries, etc.," says Mr. Heartman. "The nucleus comes from the Arnold collection. It is hoped that there will be plenty of additions to this shelf. Collectors and dealers who have fakes should present them to the New York Public Library, if possible, together with the story that is connected with them. It would be very interesting indeed to make a little museum of fakes and forgeries of books, pamphlets and literary documents, for nothing will tend more to enlighten collectors than an hour spent with such spurious items. In some cases, one cannot see how anybody could fall for these fakes; in other cases, it requires a bit of investigation to discern the fact that one hasn't the genuine article."

THIEVES OF LITERARY property continue their activities with varying degrees of success. Rare books, the property of Harry Hershfield, the cartoonist, were stolen from an automobile and offered to a Newark bookseller for \$2. The bookseller called a policeman and had the two thieves arrested. Historical South American documents and original drawings by Thomas A. Edison valued at \$50,000, the property of a Peruvian collector, were stolen by two men who lured him from his home in this city by posing as police investigators, and were later returned to him. Evidently the thieves did not dare to undertake to sell the material after taking it. At the recent Scott exhibition at Columbia University library, a portion of the manuscript of "Guy Mannering," on view in a glass case, was stolen and as yet no trace of the thief has been discovered. It is not probable that the manuscript will be offered for

sale until the theft has passed out of the public mind, for the incident has been given the widest publicity. Other depredations have taken place in New York bookshops in recent months. Evidently valuable literary property should have the most careful protection.

DR. LAWRENCE C. WORTH, librarian of Brown University, has been appointed Rosenbach lecture fellow in bibliography at the University of Pennsylvania for the academic year. The Rosenbach lecture fellowship, was awarded for the first time last year to Christopher Morley. It was established through a \$20,000 gift from Dr. A. S. W. Rosenbach, an alumnus of the university, and distinguished as a writer, collector and bibliographer.

### Auction Calendar

Thursday afternoon, January 5, at 2:15. Splendid library sets, fine bindings and extra-illustrated books, including a choice copy of the first edition of "Tom Sawyer." (Items 226.) American Art Association Anderson Galleries, Inc., 30 East 57th St., New York City.

### Catalogs Received

Association items, first editions, etc. (No. 425; Items 161.) G. Van Nisdall, Maple, Wis.

Autographes anciens et modernes, documents et manuscrits. (No. 24.) Victor Degrange, 28, rue Serpente, Paris, 6, France.

Autograph letters of celebrities, manuscripts and historical documents. (Items 718.) Thomas F. Madigan, 2 East 54th St., New York City.

Autographes documents et souvenirs Napoleoniens. (Items 192.) Simon Kra, 6, rue Blanche, Paris, IXe, France.

Bibliomania and other subjects. (Items 206.) Birrell & Garnett, Ltd., 30 Gerrard St., London, W. 1, England.

Books and prints. (Items 134.) Stanley O. Bezanon, Rooms 31-32 Ames Bldg., 1 Court St., Boston, Mass.

Early children's books, folding charts of games, miniature or tiny books and a few beautiful old engravings of children. (No. 835; Items 378.) Henry Sotheran, Ltd., 43, Piccadilly, London, W. 1, England.

First editions. (No. 6; Items 256.) Maxwell O. Hunley, 1131 South Rexford Drive, Los Angeles, Cal.

First editions, inscribed copies and manuscripts of contemporary writers, the personal library of John Gawsworth. (No. 25; Items 523.) Bertram Rota, 76a Davies St., London, W. 1, England.

General literature and unusual books. (No. 124; Items 775.) Dauber & Pine Bookshops, Inc., 66 Fifth Ave., New York City.

Literature, first editions, private press books, books with illustrations, books on the arts and collectors' items. (No. 51; Items 335.) Argosy Book Stores, Inc., 45 Fourth Ave., New York City.

Modern history, chiefly European, including historical and political memoirs. (No. 320; Items 2139.) B. H. Blackwell, Ltd., 50 Broad St., Oxford, England.

Rare books, inclusive of several scarce and notable first editions. (Items 147.) Ralph T. Howey, Los Angeles, Cal.

Transport and communication. (No. 116; Items 708.) Grafton & Co., 51 Great Russell St., London, W. C. 1, England.

# The Weekly Book Exchange

## How to use "Books Wanted" and "For Sale"

**TERMS:** Under "Books Wanted" (a service for booktrade only) 15c. a line to subscribers, no charge for address; to non-subscribers, 20c. a line, charge for address.

Under "Books for Sale" (not restricted) 15c. a line to subscribers, 20c. to non-subscribers. All other classifications 20c. a line. Bills rendered monthly.

Write plainly on one side of paper. The Weekly is not responsible for typographical errors. Illegible "wants" ignored. Each title must begin

on a separate line except grouped titles by one author. Objectionable books excluded when noted. If books wanted were originally published in a foreign language, state whether original or translation is desired.

In answering state edition, condition and price including transportation.

Give your name and address.

Credit responsibility of advertisers is not guaranteed but space in the columns will be denied to dealers who misuse it.

## Make Your Ads Legible—Type Them!

### NOTICE

We urge all booksellers to send in their **BOOKS WANTED** and **BOOKS FOR SALE** ads more promptly than usual. On account of the holidays it will be impossible to use copy received later than Saturday noon.

### BOOKS WANTED

#### Abbey Books, Lorain, Ohio

Forgery, Handwriting, Ink, Paper items.  
MSS. Broad-sides, Pamphlets, etc., Pioneer Interest.

**Alcove Book Shop, 816 Broadway, San Diego, Cal.**  
Demands of Rome. By a Nun.  
Ency. Britannica. 14th ed.

**American Play Co., 33 W. 42nd St., New York**  
The Woodcarver of 'Lympus. Mary Waller.

#### Anthropological Library, 2828 Hudson Blvd., Jersey City, N. J.

English-French Text Book. Method of Ollendorff.  
History of the Rod. Cooper.  
Witchcraft, Flagellants, Curiosa.

**D. Appleton & Co., 35 W. 32nd St., New York**  
John Austin. Lectures on Jurisprudence, or, Province of Jurisprudence Defined. 5th ed. Ed. by R. Campbell.  
Ricardo. Principles of Political Economy. Ed. by G. C. K. Conner.  
Wm. Ferguson. America by River and Rail.  
Ed. L. Peckham. My Journey Out West.  
H. W. Beecher. Eyes and Ears.  
Anthony Trollope. North America.

**Argus Book Shop, 333 S. Dearborn St., Chicago**  
Comfort, Will L. Trouper Tales.  
Hearn. Life and Literature. 1st ed.  
Porter. Mediaeval Architecture. 2 vols.  
Fergusson. History of Architecture. 2 vols. Ed. of 1907.  
The Kaiser as I Knew Him. Davis.  
Will Levington Comfort. Lady of Fallen Star Island; This Man's World; The Shielding Wing.  
Kingsley. Roman and Teuton.  
Hastings' Encyclopedia of Religion and Ethics. 12 vols.

#### Argus Bk. Shop—Continued

Beethoven. Thayer. 3 vols.  
Quicksand. Hervey White.  
James, Henry, Works of. New York ed.

**Associated Students Store, Univ. of Cal., Berkeley**  
Allibone. Critical Dictionary of English Literature. Supplement. Vols. 1-2. Lippincott.  
Fleming. Shakespeare's Plots. Putnam.  
Geological Society of America. Bulletin Vol. 1; Bulletin Vol. 20. 1909.  
Burr & Falk. Influence Lines. Wiley.

**Jos. Baer & Co., Frankfurt a.M., Hochstr. 6, Ger.**  
Newcomb. Princ. of Political Economy. N. Y. 1885.  
Iron Age. Vol. 129, 1932, no. 2.

**Bailey's Bk. Store, Vanderbilt Sq., Syracuse, N.Y.**  
A Child's Own Book of Verse. Vol. 2. Skinner & Wickes. Pub. Macmillan.

**Baker & Taylor Co., 55 Fifth Ave., New York**  
Abercrombie. The Epic.  
Ames. Pete the Cowpuncher.  
Beer. Origins of the British Colonial.  
Beerbohm, Max. More.  
Bismarck. Autobiography. 3rd vol. Harper ed.  
Blacker. Chats on Oriental China.  
Braithwaite. Book of Modern British Verse; Golden Treasury of Verse.  
Brill. Psychoanalysis: Its Theory and Practical Application. 3rd ed. 1922.  
Buck. Granger Movement.  
Burroughs. My Boyhood.  
Cooper. Last of the Mohicans. Illus. by Darley. Ed. issued in 1871-72 by Hurd & Houghton.  
Coulson. Six Famous Living Poets.  
Cousin. La Societe Francaise au XVIIe Siecle.  
Freeman. The Moderns.  
Gardner. King of Court Poets.  
Godwin. Caleb Williams. Greenberg. 1915.  
Gruender. Psychology Without a Soul.  
Headlam. Bismarck and the Foundations of the German Empire.  
Hodgson. Last Blackbird and Other Lines.  
Hooker. Poems. 1915.  
Jebb. Attic Orators. 2 vols.  
Johnson. Bronz; Heart of a Woman.  
La Vey. Problems and Projects in Industrial Arts. Manual Arts Press. 24.  
Longstreet. Stories with a Moral.  
McAllister-McAndrews. Floating School.



## Books Wanted—Continued

### Baker & Taylor—Continued

- McCullough. Engineering as a Vocation.  
Holt. Man With Broken Ear.  
Abraham. Dreams and Myths. Nervous and Mental Disease Monograph Series No. 15.  
Rank & Sachs. Significance of Psychoanalysis for the Mental Sciences. Nervous & Mental Dis. Monograph Series No. 23.  
Orth. Our Foreigners. Text ed.  
Palgrave. Golden Treasury. Duffield.  
Pilcher. Profession of Chemistry.  
Pound. Poetic Origins and the Ballad.  
Poynter. Classic and Italian Painting.  
Sharp. Sin Eater. 2 vols.  
Sienkiewicz. Knights of the Cross; The Irony of Life.  
Smith. Trivia.  
Solid for Mulhoolley.  
Spalding. Education and the Higher Life.  
Steffens. The Shame of the Cities.  
Stokes. Sunrise in the West.  
Sullivan. How to Work Your Way Through College.  
Thompson. My Experiences at Scotland Yard.  
Trees and Shrubs of Mexico.  
Trend. A Picture of Modern Spain.  
New Standard Encyclopedia of Universal Knowledge. 25 vols.

### Wm. Ballantyne & Sons, 1421 F St. N.W., Washington, D. C.

- Smith. Forty Years of Washington Society.  
Fuchs. With Pencil, Brush and Chisel.

### Barnes & Noble, 105 Fifth Ave., New York

- Alden. Rise of Formal Satire.  
Aristotle's Psych. de anima, parva naturales.  
Arnold. Life of Cromwell.  
Aston. Shinto, Way of the Gods.  
Austen Leigh. Jane Austen.  
Bagwell. Ireland Under Stuarts. 2 vols.  
Bagehot. Biographical Stud. ed. Hutton.  
Bailey. Survival of the Unlike.  
Baker. Following the Color Line.  
Bakeless. Economic Causes of Mod. Wars.  
Barker. Thought of Plato and Aristotle.  
Bastian. Treatise on Aphasia.  
Berkeley. Mysticism in Mod. Mathematics.  
Bergengren. Cooperative Banking.  
Besant. Children of Gibooy.  
Biel. Power and Utility of Moneys.  
Bierbach. Projektive Geometrie.  
Bogart. Financial Hist. of Ohio.  
Boker. Plays and Poems. 3rd ed.  
Bonola. Non-Euclidean Geom.  
Breckinridge. Delinquent Child.  
Brett. Hist. of Psych. Vol. 1.  
Browne. Boniface of Credition.  
Burch. Physiological Optics.  
Burnside. Theory of Groups. 2nd ed.  
Butler. Humor of Homer.  
Byerly. Harmonic Functions. 4th ed. enl.  
Caffin. Story of Fr. Painting.  
Calif. Univ. Publ. in Philos. Vol. 4.  
Cajori. Logarithmic Slide Rule.  
Campbell (Stuart). Anne Bradstreet.  
Cannan. Three Sons and a Mother.  
Carnegie Inst. of Washington Handbk. of Learned Societies: American.  
Carson. Math. Education.  
Chase. Eng. Heroic Play.  
Chevalerie. Sancti Bertini MMS. Introd. R. Weeks. In folio.  
Chirol. Egyptian Problem.  
Cook. Concordance to Croy.  
Cook. Curves of Life.  
Conway. St. Thomas Aquinas.

### Barnes & Noble—Continued

- Cornford. From Religion to Philos.  
Corwin. President's Control of For. Rela.  
Crew. Rise of Mod. Physics.  
Croce. Philos. of the Practical.  
Cummings. Tulips and Chimneys.  
Davenport. False Decretals.  
Davy. Microscopic Exam. of Ore Minerals.  
Deledda. After the Divorce.  
Douglas. Confucianism and Taoism.  
Einstein. Tudor Ideals.  
Elliot. Group Thinking.  
Ellinger. Southern War Poetry.  
Ellis. Dennie and His Circle.  
Emch. Introd. to Projective Geom.  
Fell. Etruria and Rome.  
Figgis. Civilization at Crossroads.  
Fletcher. Parables.  
Fleming. Civil War in Alabama.  
Flick. Rise of Medieval Church.  
Flint. Cadences.  
Flower & Lydekker. Mammals.  
Gaskell. Mary Barton. Knutsford; Ruth. Knutsford.  
Goldmark. Fatigue and Efficiency.  
Gordon. Eng. Lit. and the Classics.  
Green. Soluble Ferments. 2nd ed.  
Grein. Playwrights and Players. 1914-21.  
Groot. Religion in China.  
Grundy. Thucydides.  
Gummere. Beginnings of Poetry.  
Gunn. Mod. Fr. Philos.  
Hammond. Chaucer.  
Hancock. Fr. Rev. & Eng. Poets.  
Harvard Stud. Classical Philology. Vol. 14.  
Heath. Pilgrim Life in Middle Ages.  
Heckel. Application Calculus to Medicine.  
Henry. Grammar of Gk. & Latin.  
Henslowe. Henslowe Papers.  
Herberman. Business Life Ancient Rome.  
Hind. Post-Impressionists.  
Hoffman. Beginnings of Writing.  
Holt, et al. New Realism.  
Hugon. Social France in 17th Cent.  
Hurgronjje. Mohamedanism.  
Jayne. Mammalian Anatomy.  
Jelliffe. Technique of Psych.  
Jewett. Stories and Tales. 7 vols.  
Krehbiel. Nationalism, War and Society.  
La Boiteaux. Rules of the Road at Sea.  
Lachman. Spirit of Organic Chem.  
Lee. Elizabethan Sonnets. 2 vols.  
LeRossignol. Sophistry of Socialism.  
Lessius. Names of God.  
Lewis. At the Zoo.  
Lewisoehn. Drama and the Stage.  
McIlvaine. Mushrooms and Fungi.  
MacDonald. Select Statutes. 1861-98.  
McMurrich. Development of Human Body.  
Manteyer. Austria's Peace Offer.  
Mariette. French Idioms. 3 vols.  
Matthews. Shakespeare as a Playwright.  
Menger. Whole Produce of Labor.

Beacon Book Shop, 43 E. 45th St., New York  
Kane. Romance and Tragedy of Banking.  
Paisley Shawls, Anything on.  
Chatterton. Fore and Aft.

Bennington, Va., Bookshop, 452 Main St.  
Rostand. Chanticleer.

Stanley O. Bezanson, 1 Court St., Boston, Mass.  
Little People of God. Mrs. Austin. L. & S. 1876.  
Stephenson. Political History of Public Lands. 1840-62.  
Wellington. Political and Sectional Influence of Public Lands. 1828-42.

## Weekly Book Exchange

## S. O. Bezanson—Continued

Blunt. Travels in Arabia; Pilgrimage to Nej.  
2 vols.

Big Book Shop, 933 G St. N.W., Washington, D.C.  
Encyc. Britannica. Extra vols. 1922 & 1926.  
Wells, Carolyn. Such Nonsense.  
Earle. Life at U. S. Naval Academy.  
Shanks, Gen. As They Passed Through the Port.  
Sonneck. Early Amer. Secular Music.  
Claudel, Paul. Tete d'Or. Yale U. Press.  
Variorum Bible. Large.  
Cassin. Birds of Calif., etc., etc. 1856.  
Encyclopedia Britannica. 11th, 12th, 13th &  
14th eds. Cheap.

Bobbs-Merrill Co., 185 Madison Ave., New York  
Life of Thaddeus Stevens. Woodburn.

Book Art Shop, 136 E. Market St., York, Pa.  
Sherlock Holmes. F. D. Steel. 1st ed. Fine.  
Sherlock Holmes. Edward Roth. Phila. 1902.  
Fine.

Book Exch., 312 N. Washington, Scranton, Pa.  
Kummer. Ladies in Hades and others.  
Reports United States Board Tax Appeals. June  
1, 1925, Nov. 11, 1925. Vol. 2.

Book Shop, 125 Sixth St., N.W., Canton, Ohio  
Am. Campaigns. M. F. Steele.  
Defenseless America. Maxim. Cheap copies.

Book Shop, 109 W. Franklin St., Elkhart, Ind.  
Encyclopedia Britannica. 14th ed.

Book Shop, 229 N. 2nd St., Harrisburg, Pa.  
Great American Fortunes. Meyer, Gustavus.  
Wormwood. Corelli, Marie.

Book Shop, 135 Park Place, Johnstown, Pa.  
Wasteland. T. S. Eliot. 1st ed.  
Maid in Waiting. Galsworthy. 1st ed.

Bookshop, 83 South St., Morristown, N. J.  
Falmouth for Orders. Villiers. 1st ed.

Booke Shop, 4 Market Sq., Providence, R. I.  
Odyssey of Homer. Shaw. 1st ed.  
Knole of the Sackevilles.

Book Shop, 130 N. Michigan St., South Bend, Ind.  
Women in Love.

The Bookery, 1647 Welton St., Denver, Colo.  
Primitive Negro Sculpture. Guillaum & Munroe.  
Das Rheingold. Tristram & Isolde. Schirmer ed.  
1904.

Books, E. Newkirk-N. Friedman, 79 Wall, N. Y.  
Grand Ecart. Jean Cocteau.  
Diary of Philip Hone.

Bookshop, 124 E. High St., Springfield, Ohio  
Dreaming River. Barr Moses. Several copies.

B'kshop for Boys & Girls, 270 Boylston, Boston  
Bates, Arlo. Prince Vance.  
Binney. Invertebrate of Massachusetts. 2nd ed.

R. R. Bowker Co., 62 W. 45th St., New York  
Will pay 10c. a copy for each of the following  
issues of the Bookshelf for Boys and Girls.  
1920, 1923, 1924, 1925, 1927.

Brentano's, 1 W. 47th St., New York  
American Scrap Book.  
Anderson. Rim of Desert.  
Art of Thinking. 8th printing.  
Author's Love. Being unpublished Letters of  
Prosper Merimees Inconnue. 1889.

## Brentano's—Continued

Awkright. Pointer and His Characteristics. 1st  
or 2nd Series.

Benedict. How to Get Anything You Want.

Blucher. English Wife in Berlin.

Brown, E. G. New History; Traveller's Narra-  
tive.

Calvert. Super Strength.

Crippen. Book on Christmas and Christmas Lore.  
Croker Papers.

Dominique. Natural Mother.

Donnelly. Ragnarok—Age of Fire and Gravel.

Eggleston. American War Ballads and Lyrics. 2  
vols.

Ganson. Desert Mavericks.

Goldman. Public Defender.

Harper. Metaphysics of Schools. 1879.

Herman. Creative Prayer.

Hickman. Canadian Nights.

Hutton. Biography of Patro Aretino.

Indian Blankets and Their Makers. McClurg ed.

Kelly, F. C. Burden Bearers from Book Letters  
to Jack.

Kirk, H. E. Religion of Power. 1925.

MacDonald. St. George and St. Michael.

Mantegazza. Physiognomy and Expression.

Maugham. Casuarina Tree.

No Other Tiger.

Norton, Charles. Poems.

Page, C. H. Japanese Poetry.

Pearson. Five Murders.

Pound. Spirit of Common Law.

Pushkin. Poems.

Pyle. Book of American Spirit.

Robinson, Roland. Any books except Vermont.

Scott. Architecture of Humanism.

Stanton. Essential Life.

Symons. William Blake.

Taylor. Story of Kennet.

Van Loon. Life and Times of Pieter Stuyvesant.

Vizattelly. Champagne.

Ward, Lynd. God's Man.

Brick Row Bk. Shop, 42 E. 50th St., New York  
Teasdale. Sonnets to Duse and Other Poems.  
Badger. 1907.

Hewlett, Maurice. Halfway House. 1st.

## Bridgman &amp; Lyman, Northampton, Mass.

Barthou. Life of Mirabeau.

Masters, E. L. Spoon River Anthology. 1924 ed.

Before Manel to Modegleana from the Chester  
Dale Collection.

## M. H. Briggs, 506 S. Wabash, Chicago

Wishes you a Merry Christmas and Happy New  
Year.

Britannica Bk. Shop, 342 Madison Ave., N. Y.  
The Kentucky Rifle. Capt. John G. W. Dillin.

Brown's Bk. Shop, State & Lake, Madison, Wis.  
Zola. Paris. Macmillan ed.

Frank Young. Modern Advertising Art.

Lewis. Free Air; Trail of Hawk; The Job.  
Cheap reading copies.

## Brown University Library, Providence, R. I.

Emerson. Works. New Centenary ed. 12 vols.

British Poets. Little, Brown ed.: Skelton. 3  
vols.; Chatterton. 2 vols; Marvell; Byron.  
Vol. 10.

W. H. Appleton. Greek Poets in English Verse.

H. S. Pancoast. Standard English Poems Spen-  
cer to Tennyson; Vista of English Verse.

J. Q. Adams. Life of William Shakespeare.

R. M. Alden. Introduction to Poetry.

## Books Wanted—Continued

### Brown Univ.—Continued

J. B. Hubbell. Introduction to Poetry.  
R. M. Alden. Alfred Tennyson.  
L. Bazalgette. Walt Whitman.  
J. Burroughs. Birds and Poets.  
S. Cody. Poe—Man, Poet.  
R. S. Copleston. Aeschylus.  
J. Davies. Hesiod and Theognis. 1873.  
J. Erskine. The Elizabethan Lyric.  
E. Gosse. Questions at Issue.  
A. J. Church. Heroes of Chivalry and Romance;  
Iliad for Boys and Girls; Odyssey for Boys  
and Girls.

Bruce Pub. Co., 524 N. Milwaukee St., Milwaukee  
Anderson. Laws of Verse. Macmillan.

Burton's, 1243 St. Catherine St. W., Montreal  
Drave. Hard Sayings of Jesus.  
Berry & Legg. Harelip and Cleft Palate.

Business Service, Rm. 514, 108 N. Dearborn St.,  
Chicago, Ill.

Wanted at all times Alexander Hamilton Institute  
Texts. 1930 or later. Must be cheap. Also  
business books and texts.

Byron, Inc., Fisher Bldg., Detroit, Mich.  
Sentimental Tommy. Barrie.

Camelot Books, 325 Fifth Ave., New York  
American Medical Directory. 1931 ed. 2nd-  
hand.  
American Legal Directory. Recent issue. 2nd-  
hand.

Campbell & Leunig, 8 E. 12th St., New York  
Hunting Indians in a Taxicab.

Carson Pirie Scott & Co., Bk. Dept., Chicago  
Palmerston. Guedalla. Harper. \$5.00.  
Second Empire. Guedalla. Putnam. \$5.00.  
Psyching the Ads. Civici-Friede.

Carteret Book Shop, 43 Halsey St., Newark, N. J.  
Gibson, Henry. Boyology.

Caspar, Krueger, Dory Co., 772 N. Water St.,  
Milwaukee, Wis.

Fitzgerald. Les Mille et une Units.  
Wm. Ross Wallis. Poems.  
Meyer. Skating With Bror Meyer.  
Stanley. How I Found Livingston.  
Cooke, J. Set Boston Monday Lectures.  
Simmonite. Complete Arcana of Astrology.  
Tuttle. Mediumship.  
W. W. Walter. Sickie; Sharp Sickie.  
Hauboldt. Die Lorelei. German.  
Mentor. 1914-1925, incl.  
Burton Holmes Travelogues.  
Lucas. Spiritual Interpretation.  
Any book on Shoddy or Virgin Wool.

Cass-Detroit Bookshops, 1737 Cass Ave., Detroit  
Balfour. By Stroke of Sword.  
Talbot. Submarines, Mech. and Operation.

Central Book Company, 93 Nassau St., New York  
Legal Periodicals of All Kinds. Quote Books and  
Pamphlets on Detection of Forgery, Const'l  
Conv. Debates & Journals; Bar Asso. Reports  
and Laws of All States.  
R.R. Comm., Pub. Utility Reports; Opinions of  
the Atty. General Reports, all States.

Geo. M. Chandler, 75 E. Van Buren St., Chicago  
Adams. Law of Civilization and Decay.  
Allen. Flute and Violin. 1st ed. 1891.

### Geo. M. Chandler—Continued

Chaplain. Hist. 2nd Regiment, Ill. Infantry 99.  
Hodge. Handbook of American Indians. 2 vols.  
Hunter. Stiegel Glass.  
Lakeside Classic for the Year 1909.  
McGuffey. Third Reader; Fourth Reader.  
Nisbet. Four Years on the Firing Line.  
Scott. Reconstruction During the Civil War.  
Shannon. Organization of the Union Army. 2 vols.  
Wolseley. General Lee. Rochester. 1906.

Charles Book Haven, 237 Seventh Ave., N. Y.  
Nat. Geog. 1890 to 1905. Any.

Chaucer Head Bk. Shop, 32 W. 47th St., N. Y.  
Opie Read. Old Lim Jucklin. 1909.  
McFee. Letters of Ocean Tramp. 1908. 1st.  
Carroll. Hunting of Snark; Phantasmagoria. 1sts.  
Kroeh. How to Think in German.  
Mauthner. History of Atheism. 3 vols.  
Brown, Dr. J. Hist. of Santo Domingo. Phila.  
1837.

Benjamin. Toussaint l'Ouverture. 1888.  
Santo Domingo and Haiti. Early and rare items.  
Collins, Lucas. Aristophanes. Phila. 1875.  
Weston. From Ritual to Romance.  
Manhattan Property Owners' Bluebook. 1903-31.  
Rackham, Illus. Midsummer Night's Dream.  
Key, Ellen. Rahel Varheegan. Any ed.  
Ragg. Dante and His Italy.  
Brown. Handful of Clouds.  
Ornitz. Yankee Passional.  
James. Sleeveless Errand.  
Hales. Black Prince Peter.  
Von Hugel. Eternal Life.  
Jenks. The Bontoc Igorot. Pub. by Gov. of  
Philippine Islands, Bur. of Science.  
Whitney. Roots, Verb-Forms, etc., of Sanscrit.  
Fasset. Colonial Life in New Hampshire.  
Gilman. My Cranford. 1908.  
Lilien, E. M., Anything by.  
O. Henry. Limp leather set. Cheap.  
Bret Harte. Set. Cheap.  
Maxon. Book on Printing. DeVinne. About  
1900.

Chicago, Ill., Medical Bk. Co., Congress & Honore  
Mallory & Wright. Pathological Technique.  
Holmes. Surgery of the Head.  
DeGarmo. Abdominal Hernia.  
Myer. Life of Dr. Wm. Beaumont.  
Dunton. Reconstruction Therapy. New.  
National Drug Store Proceedings, St. Louis.

Churchill Bk. & Print Shop, 745 1/4 S. Alvarado  
St., Los Angeles, Calif.  
Forster. Life of Landor.

Claremont Colleges Library, Claremont, Calif.  
Seven Great Hymns of Medieval Church. Ran-  
dolph. N. Y. 1866 or any ed.  
DeVinne. Invention of Printing. Any ed.  
Moxon. Mechanic Exercises. N. Y. Reprint.  
1896.  
Anthony. Feminism in Germany and Scandi-  
navia. Holt. 1915.

Arthur H. Clark Co., 1214 S. Brand Blvd.,  
Glendale, Calif.  
Reid. After the War. 1866.

Chas. W. Clark Co., 235 W. 23rd St., New York  
Colophon. First four numbers.

Irving S. Colwell, 99 Genesee St., Auburn, N. Y.  
Humorous Books and Bound Magazines in Eng-  
lish, especially Early Vintage.

Columbia Univ. B'kstore, 2960 Broadway, N. Y.  
Delaise. Political Myth and Economic Realities.



## Weekly Book Exchange

**Columbia Univ. B'kstore—Continued**  
Brandes, G. Main Currents in 19th Cent. Lit.  
6 vols.

Cambridge Hist. of Eng. Lit. Vols. 11, 12, 13.  
Robinson. Outline of Hist. of Intellectual Classes.  
Fuchs & Duane. Textbook of Ophthalmology.  
Posey & Stiller. The Eye and Nervous System.  
Lipp.

**Cornell Cooperative Society, Ithaca, N. Y.**  
Oppenheim. Clowns and Criminals.  
First Omnibus.  
Page Co. Art Galleries of Europe, especially  
Netherlands. Quote set and separate vols.

**Corner Bookstore, 109 N. Tioga St., Ithaca, N.Y.**  
Josiah Giddings' Works. Exiles of Florida, 1857,  
and The Rebellion, Its Authors and Causes,  
1864.

**Carol Cox Bk. Co., 226 Lenox Ave., New York**  
Wodehouse. Prince and Betty.  
Mary's Lamb. An operetta.  
Noyes. Poems. Vol. 3.

**T. O. Cramer's Book Store, 1321 Grand Ave.,  
Kansas City, Mo.**  
Chamberlain, G. A. Silver Chord.  
Beardley. Telling Time Through the Ages.

**John F. Crotty, 110 E. Allegan St., Lansing, Mich.**  
Letters of Sir Richard Burton. 2 vols. Putnam.

**Daca, Books, 83 Greenwich Ave., New York**  
Andreyeff. King Hunger.  
Ibanez. Sonica. Reading copies.

**Dartmouth B'kstore, 265 Dartmouth St., Boston**  
Introd. by G. Rice. Bobby Jones on Golf. '26.  
McFadden. 2 copies.  
Sullivan, M. America Finding Herself. 1st ed.

**Dartmouth College, Baker Memorial Library,  
Hanover, N. H.**  
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Kipling. Outward Bound ed. Odd vols.  
DelMar. History of Money in America.

**Owen Davies, 346 N. Clark St., Chicago**  
Strong. American Flora. 3 vols. N. Y. 1847.  
Rafinesque. Medical Botany of No. Amer. 1828.

**Dennen's, 37 E. Grand River Ave., Detroit, Mich.**  
Jack in the Pulpit. Whittier. Pub. by Ran-  
dolph.

**Detroit, Mich., Public Library**  
Dostoevsky. Stavrogrin's Confession.

**Doubleday, Doran Bk. Shops, Garden City, N. Y.**  
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Mantle, Burns. Best Plays of 1919-'20, '20-'21,  
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Masters. Spoon River Anthology. 1st ed.  
Muller, Max. Science of Language. 2 vols.  
Nichols, R. S. English Pleasure Gardens.  
Reid. The Mohawk Valley. Illus.  
Saltus. Gardens of Aphrodite. The Pennell Club.  
pubs., also 1920.  
Sargent. Skeleton Tour.  
Sarkar, B. K. Hindu Achievements in Exact Sci-  
ences.  
Schotz, S. P. Synthetic Organic Compounds.  
Shehan, J. J., & Conway, J. P. Practical Police  
Work.

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Stout. The American or Amateur Book of Dahlias.  
Studdert-Kennedy. I Believe.  
Tryon County, N. Y., History of.  
Zucker, A. E. The Chinese Theater. Little, Brown. 1925.  
Lewis, Sinclair. Arrowsmith. 1st, fine.

Eastern Book Co., 254 W. 31st St., New York  
Bailey's Cyclopedia of Horticulture. 6 vol. ed.  
Bodolson, C. A. G. Studies in Mid-Victorian Imperialism.  
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Bradbury, Anna R. History of the City of Hudson. 1908. Hudson, N. Y.

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The New Psychology. 7 vols.  
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George Engelke, 1909 Belle Plaine Ave., Chicago  
Voice of the Spirit. Can. Soc. Psychical Research. 1915.  
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Reader's Digest. August number.  
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War Debts and World Prosperity. Moulton.

## Gustav Fock, Leipzig C 1, Germany

Physical Review. Series 1, vol. 1, no. 1; vol. 3, no. 3.  
Journal of the Amer. Asiatic Association. Vols. 1 to 16.  
Am. Magazine of Art. Vols. 1 to 4.

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Journal of Delinquency. Vol. 1.  
Anatomical Record. Vols. 42 to 54.

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Barnes. New National Reader. No. 1. Pub. by American Book Co. 1883.

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Hazelton. Declaration of Independence.  
Howe. Hist. Coll. of Va.  
Jefferson. Life and Morals of Jesus. 1904.  
Kingsford. Hist. of Canada. 8 vols.  
Lambert. Hist. of New Haven Colony.  
Ledyard. Journal of Cook's Voyage. 1783.  
Littell. Festoons of Fancy.  
Mann. Hist. of Dogtown Common.  
Atlas of Marshall & Putnam Cos., Ill. 1911.  
Mass. Hist. Coll. 3rd ser., vol. 9; 4th ser., vol. 1.  
Mass. Hist. Proceed. 1st ser., vol. 18; 2nd ser., vol. 6; 3rd ser., vol. 1.  
Mass. State Lib. Handlist of Session Laws.  
Morton. Discovery of Ether.  
Morton. New England Canaan. Prince Soc.  
Mudge. Missionary Teacher.  
Oyster Bay, N. Y., Town Records. 4 vols. 1916-29.  
Palfrey. Course of True Love in Col. Times.  
Papers Explor. of Red River Settlement, 1859.  
Prior & Gardner. Medieval Eng. Figure Sculpture.  
Quarto Bible. Worcester. 1791.  
Reports of Anti-Imperialist League.  
Royce. Hist. of Westport, N. Y.  
Sewall's Diary. Vanguard.  
Speed. Wilderness Road.  
David Thompson's Narrative. 1915.  
Va. Mag. of Hist. and Biog. Vols. 18, 19, 26 & 28.  
Warren. Memoirs of the West.  
Waters. Ipswich in Mass. Bay. Vol. 2.  
Whitefield. Homes of Our Forefathers.  
Holy Trinity Church, Wilmington, Del., 1890.  
Kidder. Hist. of Boston Massacre.  
Genealogies: Blodgett, 1906; Cole, 1908; Hochstetler, 1912; Hurd, 1910; Janes, 1868; Maxwell (1916); Meade, 1921; Philbrick, 1886; Richmond, 1897; Vaughan, 1900; Welles, 1876.

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 Truth About Jutland. J. E. T. Harper.  
 Grand Fleet. Viscount Jellicoe.  
 My Campaign in Mesopotamia. C. V. F. Townshend.

Five Years in Turkey. Liman Von Sanders.  
 Army Quarterly. Oct., 1920. T. E. Lawrence.  
 Desert Mounted Corps. R. M. P. Preston.  
 Palestine Campaigns. A. P. Wavell.  
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 Life of Clara Barton. 2 vols. Barton.  
 War Pictures from Clarendon. Clarendon.  
 Positive Theory of Capital. Bohm-Bowen.  
 Edwin Arlington Robinson. Van Doren.

**Fred Harvey, Union Station, Kansas City, Mo.**  
 The Road. Jack London.  
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**Benjamin Hauser, 60 E. 42nd St., New York**  
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**Hermann & Co., 92 King St. W., Toronto, Can.**  
 Wacousta. Phila. 1833. Vol. 1.  
 Books by Ralph Boldrewood.  
 Indian Dictionaries.  
 Overland to Cariboo. McNaughton. 1896.

**K. W. Hiersemann, Leipzig C 1, Königstr. 29, Germany**  
 Internat. Congress of Americanists. 20 Rio de J. 1922; 21 Göteborg. 1924.  
 Wolfson. Crescas Critique of Aristotle.

**Walter M. Hill, 25 E. Washington St., Chicago**  
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**Wm. B. Hodby, 216 Market St., Pittsburgh, Pa.**  
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 Adams. Flower Gardens.

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 Cornwall, Conn. Gold. 1st ed.  
 Dickinson, Emily. 1st Series, 1890.  
 Egan, Pierce. Tom and Jerry. Modern reprint.  
 Eliot, T. S. Poems. Lond. 1919.  
 Frost, Robert. Mountain Interval. 1916.  
 Goethe. Italian Journey. In English. Bohn ed.  
 Grahame, Kenneth. Dream Days. Lond. 1899. 1st ed.  
 Grandgent. Dante.  
 Lucas, E. V. A Swan and Her Friends.  
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 Prince John. Devon Worthies. 1701 & 1925 eds.  
 Spaulding, T. A. Elizabethan Demonology.  
 Stanton, S. W. American Steam Vessels.  
 Sun Prints in Sky Tints. Boston. 1893.  
 Virgil's Pastorals. Thornton ed. London. 1821.  
 Weston, J. L. From Ritual to Romance.  
 Whitney, W. D. Sanskrit Grammar.

**J. L. Hudson Co., Bk. Dept., Detroit, Mich.**  
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**Bruce Humphries, 470 Stuart St., Boston**  
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Asquith, Margot. Octavia. Stokes.  
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 Ficke, Arthur Davidson. Sonnets.  
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 Pelley. The Fog.  
 Willner, Sis. A Lady Thinks.

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Louisville, Ky.  
Harvard Classics. Vol. 14. Fabricoid.

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Lockrow's Bk. Store, 225 Lark St., Albany, N. Y.  
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Halford. Dry Fly Entomology.  
Beidelman, Wm. Story Penn. Germans. 1898.  
Chambers. Reckoning.

B. Login & Son, 29 E. 21st St., New York  
Index Medicus. Series 1, 17-21; Series 3, July,  
1921.

Economic Geology. Vol. 5.  
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Kittens. Fleuron. Knopf.

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Hewitt.  
Book of Knowledge.

J. McDonough Co., 174 State St., Albany, N. Y.  
Cheyney's Anti-Rent Agita. Phila. 1887.  
McCaffrey's Histry. of the Church.

David Magee, 480 Post St., San Francisco, Cal.  
Seymour de Ricci. Book Collector's Guide.  
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V. Woolf. Street Haunting.  
Ronald Frazer. Flower Phantoms.  
Strang. Printing of Etchings and Engravings.

Mass. Inst. of Technology Lib., Cambridge, Mass.  
Abelson, Paul. Seven Liberal Arts. Columbia  
Univ. Teachers College. 1906.  
Whetham, Wm. Cecil D. Science and the Human  
Mind. London. Longmans. 1912.

Mead Stat'y Co., 252 Greenwich Ave., Greenwich,  
Conn.  
Gallups. 2 vols. Gray. Century.

I. Mendoza Bk. Co., 15 Ann St., New York  
Post. Streets, Roads, etc., of N. Y.  
Waubun. Kinzie. Any ed.  
King. Japanese Gardens.  
Beebe. Pheasant. Any vols. Folio ed.  
Clarke. Ten Gr. Religions.  
Harper's Weekly. Bound vols. 1857-1916, any.

Meridian B'kshop, 6 E. Market, Indianapolis, Ind.  
The Arab Horse.

Minnesota Bk. Store, 318 Fourteenth Ave. S.E.,  
Minneapolis, Minn.  
Zuener. Technical Thermodynamics. Van Nos-  
trand.

E. S. Morton, 110 W. 40th St., Rm. 1902, N.Y.  
Alcott. Little Women. 1868. Imperfect.  
Cooper Afloat and Ashore. 1844. Orig. wrap-  
pers or odds; The Deerslayer. 1841. Vol. 2.  
Orig. cloth; The Pathfinder. 1841. Vol. 1.  
Orig. cloth; The Spy. 1822. Orig. boards.  
Vol. 1.  
Irving. Conquest of Granada. 1829. Vol. 2.  
Orig. boards; Salamagundi. 1807-8 or odds;  
The Sketch Book. 1819-20 or parts.

Moss & Kamin, 1423 Sixth Ave., New York  
Munsterberg. Art of the Photoplay.

New Republic Bookstore, 419 W. 21st St., N. Y.  
Myers, G. History of Great American Fortunes.

New York Univ. Press Bk. Store, 239 Greene St.,  
New York  
Turner. The Negro in Pennsylvania.

L. I. Newton, 8 Genander, Auburn, Mass.  
Martial. Trans. T. May. 1629.

Norman Remington Co., 347 N. Charles, Baltimore  
Barnes. Bishop Barlow and Anglican Orders.  
Blanchan. Bird Neighbors. D.D. 1898.  
Brooke. Letters from America.  
Clark. Continental Drama of Today. Holt.



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 Douglas. *Church Comity*. Smith.  
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 Hardy. 1st eds.  
 Hearn. *Two Yrs. on French West Indies*.  
 Hichens. *Unearthly*.  
 Johnson. *Fundamentalism vs. Modernism*. Century.  
 Journal of Maximilian, Prince of Wied.  
 King & Epstein. *Nat'l Income Audits*.  
 Knight. *Letters of Wordsworth Family*. Vol. 3. Ginn.  
 March. *Latin Hymns*. Amer. Bk. Co.  
 O'Connor. *Hat of Destiny*. Boni.  
 Thomas & Thomas. *Hist. of Friends in Amer.* Rev. ed.  
 Twain. *Roughing It*. 1st ed.  
 Wilbur. *Bear Family at Home*. Bobbs.  
 World's Conference on Faith and Order. Can Churches Unite?

Okmulgee, Okla., Public Library  
*Encyclopaedia Britannica*. 14th ed.

Old Capitol Book Shop, Chillicothe, Ohio  
*Book of Life*. 8 vols. John Rudin. Chic.  
*Lincoln Library Encyclopedia*.  
 Mt. Pleasant and St. Clairsville, O., imprints.  
 Ohio, Penn., Virginia. City, County Histories.

Old Corner Book Store, 50 Bromfield St., Boston  
 Stokes. *The Third Great Plague*. Saunders.  
 Chapin. *Sources and Modes of Infection*.  
 Life of Michael Collins. 2 vols. Harper & Bros.

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 Parkman. *Count Frontenac*.  
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 London. *Singletan*.  
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 Narrative and Critical History of America. Winsor. 8 vols.  
 Compton's Encyclopedia.  
 Catholic Encyclopedia.

Philadelphia Book Co., 22 N. 9th St., Phila.  
*Railway Statistics of the U. S. for 1931*.

Phoenix Book Shop, 41 E. 49th St., New York  
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Faure. *Modern Art*. Harper.  
*Spirit of the Forms*. Harper.

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 d'Auberteuil. *Miss MacRea*. Phila. 1784.  
 The Coquette. Boston. 1797.  
 (Brown) Clara Howard. Phila. 1801; Ormond,

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 Steiner. *Life of Taney*.  
 T. B. Nurse.  
 Carlyle's *Reminiscences*. 1st Eng. ed. Cloth.  
 Evans. *My Own Home Town*; *Winner Take All*; *Then I'll Come Back to You*; *Fighting Heart*.  
 Painted Lady.  
 Chronicles of America. Textbook ed. Vols. 3-13-14-22-37.  
 Creighton. *History of Papacy*. Vol. 1.  
 My Lady's Toilet Table, or, My Lady's Dressing Table. Illus.  
 Waley. *No. Plays of Japan*.  
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 Official Proceedings of the Democratic Nat'l Conventions. 1912 and before.  
 Porter. *Fall River Tragedy*. Fall River. 1893.  
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Braithwaite. Anthology of Magazine Verse, 1926.  
Miscellany of American Poetry. Harcourt, Brace.  
1927.  
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Wilkinson. Golden Songs of Golden States. Mc-  
Clurg. 1917.

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Dearborn. Psychology of Clothing.  
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Howells. Tuscan Cities.  
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Rousseau. Emile. German ed.  
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Women in Love. N. Y. 1922.  
The Lost Girl. N. Y. 1921.  
The Captain's Doll. N. Y. 1923.  
Apocalypse. London. 1931.  
The Woman Who Rode Away. N. Y. 1928.

Women in Love. Ltd. ed. 1920. N. Y.  
Last Poems. Orioli. Florence. 1932.  
Movements in European History. London.  
1921.

A. J. Souweine, 611 W. 177th St., New York  
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Chapman. Warblers of North A.  
Delmont. Catching Wild Beasts Alive.  
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Gilman. In This World.  
Liddle Hart. Greater Than Napoleon.  
Mach. Science of Mechanics.  
Official Gazette of U. S. Patent Off. Any.  
Okada. Climate of Japan. 1931.  
Parker, W. B. Paraguayans of Today.  
Chileans of Today.  
Peruvians of Today.  
Reynolds. Dutch Houses in Hudson Valley. 1929.  
Sharp. Fund. of Classic Ballet. Illus. 1932.

E. Steiger & Co., 49 Murray St., New York  
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casting.  
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Carter. Simple Aerodynamics and the Airplane.  
Railway Review. 1926, no. 10; 1932, nos. 1, 2,  
3.

Stewart Kidd, 19 E. Fourth St., Cincinnati, Ohio  
Jennings. Beating Back; Through the Shadows.  
Russell's Scientific Horseshoeing. Pub. by Clarke.  
Morehead. Prehistoric Implements. Pub. Robert  
Clarke.

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Indianapolis, Ind.  
Dewey. How We Think. D. C. Heath. Pub.  
1910.  
Freeman. The Red Thumb Mark.  
The Singing Bone.  
John Thorndyke's Cases. Hodder & Stoughton,  
pub.  
Carslaw. Non-Euclidian Geometry. Pub. Long-  
mans.  
Gest. The Lawyer in Literature. Boston Bk. Co.  
1913.  
Holland. Seven Oaks. Scribner.  
Train. By Advice of Counsel; Tutt and Mr. Tutt.  
Psychology Applied to Legal Evidence. 2nd ed.  
Thacher Spink & Co. Calcutta. 1913.  
Encyclopedia Britannica. 14th ed. Green cloth.  
2 sets.; same, Brown half morocco, 2 sets.

Harry Stone Bookshop, 24 E. 58th St., N. Y.  
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 Wilstack, Frank Jenners. Wild Bill Hickok; The  
 Prince of Pistoleers. Doubleday. 1926.

**University of Ore. Co-op. Store, Eugene, Ore.**  
 Scott. The Golden Gospel.  
 Encyclopedia Britannica. Latest ed. Good, used,  
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 Holy Bible, with Marginal Readings, 1903.  
 Letters and Papers Relating to Prov. Hist. of  
 Penna. Phila., 1855.  
 Osler. Principle and Practice of Medicine. 8th  
 ed. 1916.  
 Robinson. Petrarch.  
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## Forthcoming Issues

✿ ✿ ✿ With Christmas out of the way, the intelligent and aggressive bookseller would like to put himself to bed for a long nap, but he must, instead, at once spread his clearance sales and embark on a new year. Inventory and the thousand and one things that have got rather out of hand in the Christmas rush—even the mildest rush—must claim his attention. He must also begin to plan for the coming season. There will, of course, be the spring books coming out right away. He will have to begin to get acquainted with new titles at once, for in January a number of the important spring books will appear. Then he must plan special promotion for the late winter and early spring. The Spring Announcement Number will be six weeks earlier this year, giving the bookseller more help than ever in identifying the new books. ✿ ✿ ✿

✿ ✿ ✿ In this issue Alice Hackett and A. A. van Duym both tell some of the things the

bookseller can do to capitalize on the interest in travel which captures people at this time of year. Next week Francis Marks, who wrote for our November 5th issue "On Humanizing Your Stock of Limited and Special Editions," will write for the *Weekly* an article on "Planned Promotion for January and February." ✿ ✿ ✿

✿ ✿ ✿ The National Arts Club in New York this year held its twenty-fifth Annual Book Fair. In the same issue Edna Yost will describe this affair, analyzing its effect on the community. All the books published during the year were there on exhibit. ✿ ✿ ✿

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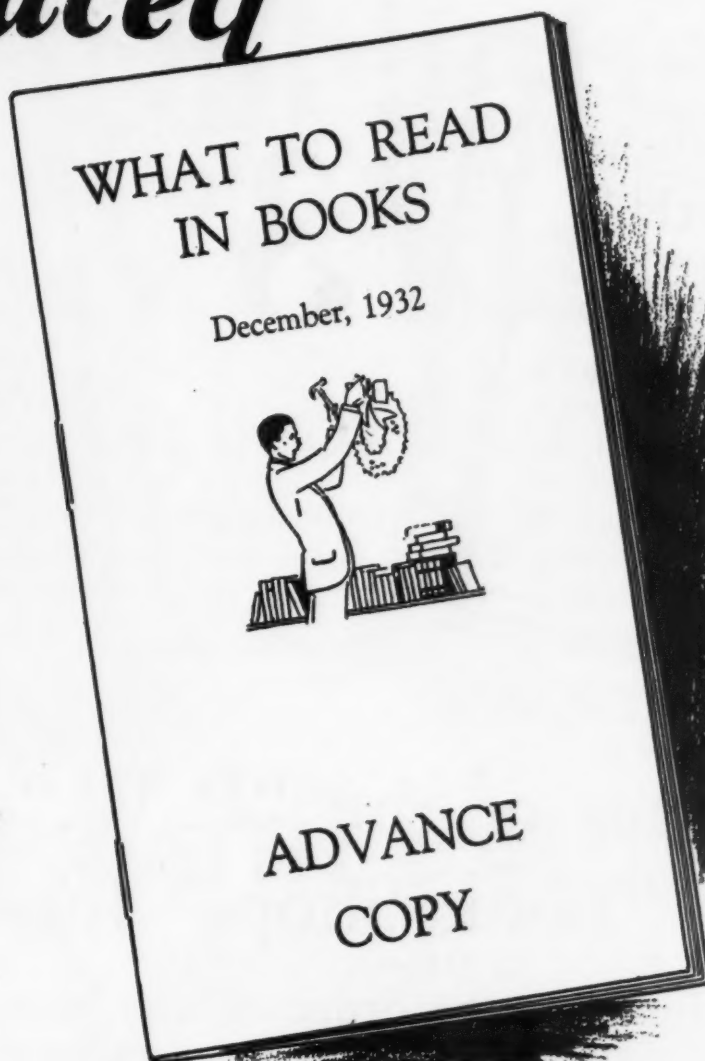
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